

THE NATIONAL Provisioner

June 1936

Meat Packing and

Indus

JUNE

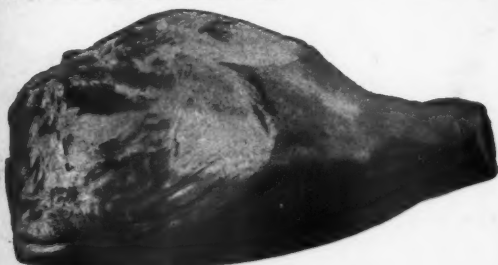
PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626



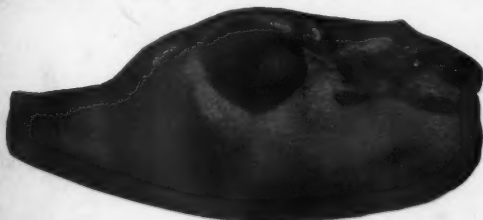
THE GRIFFITH LABORATORIES' CHICAGO FACTORY

We advise the use of Prague Powder and Prague Powder Pickle for the "short-time cure." Prague Powder Pickle penetrates to the bone and in the bone and creates a lively, mild, natural ham taste.



Make and sell a sweet pickle ham. You can make a dryer ham by using our **DRY RUBBING MIXTURE**—See page 16 of the Prague Booklet.

MAKE A TENDERIZED COOKED HAM



We are approaching the hot weather season. Watch your tempering rooms. Do not cure in cellars that are too cold (it holds back the cure). Do not allow steam in your sausage rooms. Do not let wet sawdust accumulate on your floors. Wash up carefully—with **ERADO SOLUTION**. Keep clean and sweet with **ERADO SOLUTION**. Use $3\frac{3}{4}$ oz. envelope to 10 gal. of water.

Mr. Packer: You have found the artery pumping methods are making strong headway. You are convinced that "Prague Powder Cure," using Prague Powder pickle for pumping, is gradually extending its way into every ham curing establishment. If you do not use Prague Powder for your "TENDER HAM CURE," you are making a mistake in our opinion. Prague Powder is fast taking the place of raw nitrite and raw nitrate, or a mechanical mixture of these two. Prague Powder is a *pre-prepared dried pickle*. The action as a cure is *rapid, mild and mellow*. We tell you its better for all cures.

Summer time is here. Baked hams (all dressed up) and boiled hams will be in demand. You should carefully consider quality. First—color that holds a long time; second—a flavor that pleases. No sharpness or bitterness. You see Prague Powder cures are *mild and mellow*; even the fat is tasty.

It does not pay to side-step an issue. If a "Tender, Ready-to-Eat Ham" or a Tender Smoked Ham finds a better market at a better price, we say it would be better for every packer to choose the "Prague Powder Cure" and make better Tender Smoked Hams and better "Ready-to-Eat Hams."

Every hog that goes across your wheel should show a profit at the end of your sales sheet. It requires good judgment and careful operators to keep this sheet out of the red—many times you are forced to cut corners.

Now let us reason together. We say "produce only the best ham possible." Give it the most pleasing natural ham flavor. Make the style right and your production line will run at top speed.

Our Prague Powder Cure leads the way. Most packers now use our artery pumping method, our Prague Powder Pickle for pumping and our Dry Rubbing Mixture (on page 16—Prague Booklet). We are proud of the Prague cures. Every packer likes **PRAGUE POWDER**.

The Griffith Laboratories have a group of well trained men, who know the packers' problems. It is no burden for us to help carry your load. If a research problem confronts you, ask for our help. It's free!

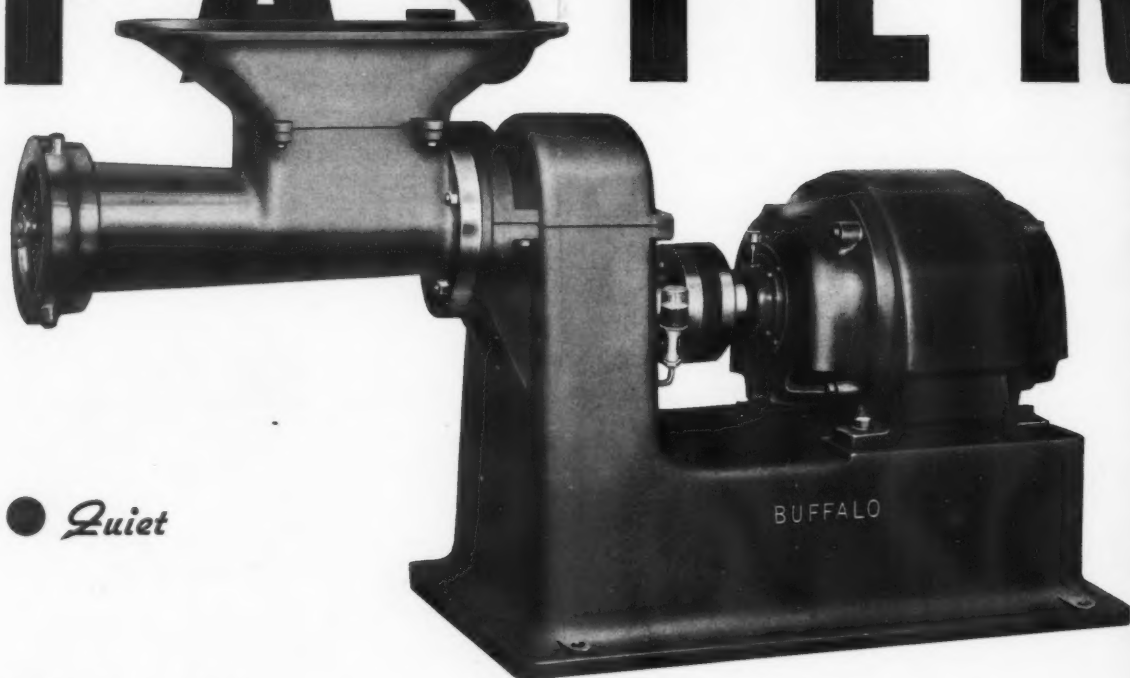
THE GRIFFITH LABORATORIES

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FASTER



● *Quiet*

● *Powerful*

● *Timken Bearing Equipped*

● *Helical Gear Drive*

Faster feeding, faster production and faster, more profitable return on your investment are assured with the installation of this efficient, new BUFFALO Grinder.

The new high capacity feed screw and cylinder carries the meat to the knife and plate in a rapid, steady flow. The meat is cut clean and remains cool since backing up and mashing are completely eliminated.

Helical gear drive and oversize Timken thrust bearing running in an oil bath means smooth, quiet operation. Automatic, one point, transparent oiler assures longer life and reduces maintenance time and cost. Made in two sizes: 78-B, 12-15,000 lb. per hour and 66-BG, 6-10,000 lb. per hour.

BUFFALO *Model 78B* GRINDER

JOHN E. SMITH'S SONS COMPANY • BUFFALO, N. Y.

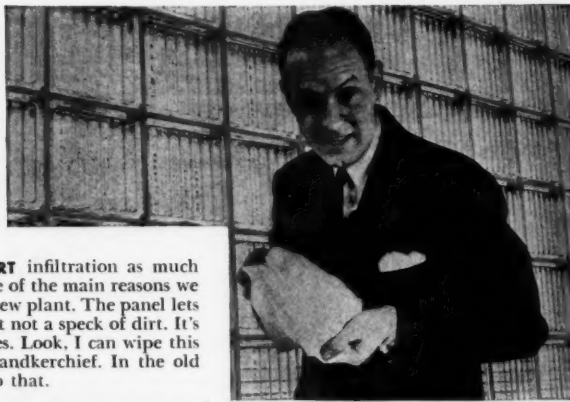


"We cured 4 Packing House headaches

with this one material"



"WE HAVE TO AVOID DIRT infiltration as much as possible. In fact, it's one of the main reasons we used glass blocks for this new plant. The panel lets through a lot of light—but not a speck of dirt. It's sealed up tight on all sides. Look, I can wipe this sill without soiling my handkerchief. In the old plant, you could never do that."



"IT'S A SIMPLE JOB to keep these PC Glass Block panels spic and span. A man with a brush can clean a whole panel in a few minutes because there are no small panes to wipe dry. This easier cleaning has helped us cut maintenance costs."



"PC GLASS BLOCKS have the same insulating value as an 8-inch masonry wall. They give us the light-transmitting value of windows and the insulating value of a hollow wall. This makes it easier to control temperature and humidity conditions and it reduces condensation."



"THE FLOOD OF LIGHT from those big panels of PC Glass Blocks makes the plant bright and cheerful. I'm convinced that the men do better work and are less tired at the end of the day when they work in good daylighting like this."

If temperature and humidity control, condensation, cleanliness or daylighting are problems in your plant, why not find out what PC Glass Blocks can do for you? In many plants they are helping to correct production troubles and to reduce maintenance costs. They're not just modern in appearance—they're modern in their efficiency and practicability as well. It won't cost you any-

thing to find out how PC Glass Blocks will help make your plant more efficient.

Before you make any plans for new construction or remodeling, send for our big, FREE book on PC Glass Blocks. Full of pictures of actual installations in many types of buildings—with valuable facts that will show you how glass blocks will help your plant operation.



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Distributed by

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Pittsburgh Corning Corporation
2129 Grant Bldg., Pittsburgh, Pa.

Please send me, without obligation, your new book of facts about PC Glass Blocks.

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THE NATIONAL PROVISIONER

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EDITORIAL STAFF

J. B. GRAY

Editor

EDWARD R. SWEM

Managing Editor

VAL WRIGHT

Associate Editor

M. A. ADAMS

News Editor



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DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editors

The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 So. Dearborn St. Chicago.

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PAUL I. ALDRICH

President and Editor Emeritus

ALFRED W. B. LAFFEY

Vice President and Sales Manager

E. O. H. CILLIS

Vice President and Treasurer

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Assistant to President

THOS. McERLEAN

Secretary

PUBLICATION OFFICE: 407 S. DEARBORN ST., CHICAGO, ILL.

PROMOTION AND CIRCULATION

GEORGE CLIFFORD, Manager

ADVERTISING REPRESENTATIVES

CHICAGO:

LESTER I. NORTON, 407 S. Dearborn St., Chicago, Ill.

H. SMITH WALLACE, 407 S. Dearborn St., Chicago, Ill.

NEW YORK:

HARVEY W. WERNECKE, 300 Madison Ave., New York, N. Y.

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*A clean and constant, silent flow
of brine on tap at every point of use*

Automatically made and distributed Lixate Brine makes 4 major savings

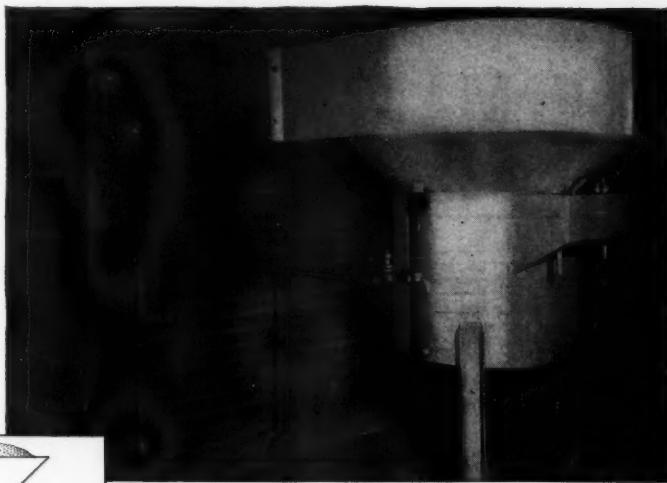
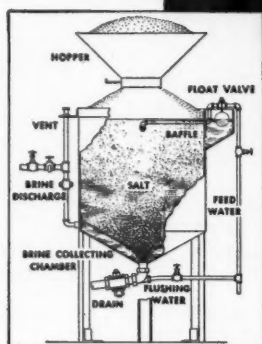
IF YOU NOW mix and handle brine by hand, what a revelation The Lixate Process For Making Brine will be to you. There's none of the muss, fuss and expense of mixing brine by hand—because The Lixate Process is entirely automatic. There's no more nuisance of trucking tanks or barrels through the plant, for this pure, crystal clear brine flows by gravity to all points of use below the location of the Lixator, or it can be pumped to floors above.

This automatic operation and distribution makes at least 4 important savings:

1. Lower labor cost for handling salt.
2. No labor cost for mixing brine.
3. Large reduced costs for distributing brine.
4. Savings in amount of salt required, amounting to as much as 10% to 20% for many users.

You can see, in this cross-section diagram, why The Lixate Process can make these important savings. Salt is handled only once, when it is placed in a hopper above the Lixator. Salt flows down by gravity. Water enters through a spray nozzle at the top, dissolves the salt without agitation, and becomes fully saturated brine. This brine, which is self-filtered and crystal clear, then rises in a collecting chamber to a discharge pipe. It flows by gravity or is pumped to a storage tank, where a constant supply is automatically kept on hand.

Using recommended grades of Retsof, Avery or Detroit



SCALA PACKING COMPANY, INC., Utica, N. Y.

Brick and tile walls keep the Rock Salt clean and dry in this modern Lixate installation. The hopper is kept filled through an opening in the wall behind the Lixator. The fully saturated, crystal clear Lixate Brine is piped through the floor—for clean and constant, silent flow by gravity, to points where it is needed throughout the plant.

★ ★ ★

brands of Rock Salt, produced by International, The Lixate Process makes a crystal clear brine, bacteriologically clean and chemically pure to a point far in excess of the requirements of the most careful food packing authorities. Unless you are making brine now by The Lixate Process, do not wait another day before finding out how you, too, can make these major operating savings. Write for full information.

● SALT FOR EVERY PACKING NEED

International Salt Company, Incorporated, produces every type and grade of salt for every meat packing purpose, including highest quality evaporated salt, and correctly graded Rock Salt. The Research Department of International Salt Company, Incorporated, will share its knowledge of salt and how to use it with anyone who uses salt or salt brine in industry. This service is provided at no cost to all users. You are invited to submit any problem you may have.

● WRITE FOR THIS FREE BOOK

The Lixate Book, sent free on request, will show you many Lixate installations in meat packing plants and other industries. It also contains valuable technical information about salt brine. Write for it today—or, if you prefer, ask to have a Lixate Engineer call, with no obligation, and explain how you can improve quality and operating schedules, with at least 4 major savings, when you install The Lixate Process in your own plant.



The LIXATE Process

REG. U. S. PAT. OFF.

FOR MAKING BRINE

INTERNATIONAL SALT COMPANY, INCORPORATED

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All Kinds, All Shapes, All Sizes yet you get exclusive results with all **ADELMANN Ham Boilers**

You can select an Adelmann Ham Boiler, in any price range, and be sure that you've got the *best* retainer for your money.

EVERY Adelmann Ham Boiler is equipped with elliptical yielding springs and self-sealing cover. Each has sturdy, easy-to-clean construction. Each is equally efficient. Adelmann Ham Boilers are made in many sizes—several shapes. Specials in Cast Aluminum made to order.

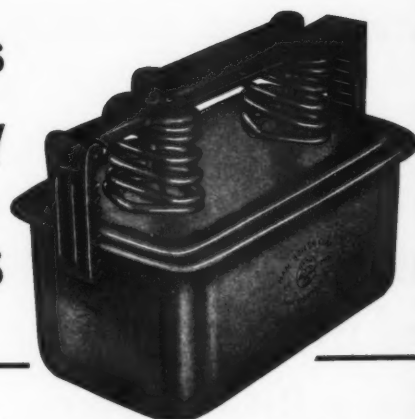
ADELMANN NIROSTA (STAINLESS) STEEL BOILERS are the finest that money can buy. Retainer body and cover each drawn from single sheets of stainless metal — no seams, no welds. Impervious to rust or corrosion. The most economical Boiler you can use.

ADELMANN TINNED STEEL BOILERS have all regular Adelmann features. Drawn from sheet steel, heavily tinned. Will give long, profitable service. The most reasonably priced boiler you can buy.

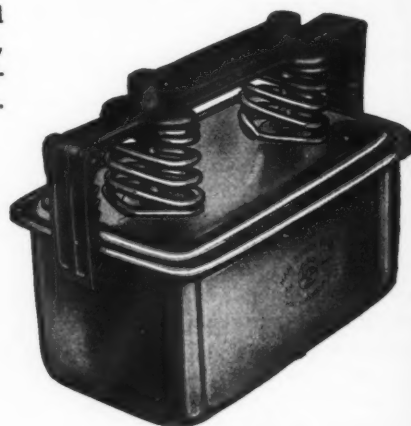
ADELMANN CAST ALUMINUM BOILERS are of alloy; tested and approved by U. S. Navy to better withstand salt corrosion. Ample strength for any requirement; easy-to-clean design. The standard for ham boiler comparisons.

Booklet "The Modern Method" shows complete Adelmann line. Many helpful hints. Gives trade-in schedules. *Write for your copy today!*

ADELMANN
"The Kind Your Ham Makers Prefer"



NIROSTA (Stainless) STEEL BOILER



TINNED STEEL BOILER



CAST ALUMINUM BOILER

Send for descriptive literature on the complete Adelmann line

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New Zealand Representatives: Gallin & Co., Pty. Ltd.,
Offices in Principal Cities — Canadian Representative:
C. A. Pemberton & Co., Ltd., 189 Church St., Toronto

"SURE, JOE, I'M STILL ON
MAINTENANCE. IT'S JUST I
DON'T HAFTA COME OVER
HERE SO OFTEN TO DO
REPAIR JOBS, SINCE THEY PUT
THOSE **FOXBORO**
CONTROLLERS ON THE
COOKERS."

Try eavesdropping some day
around a plant where Foxboro instruments are at
work, and it's a safe bet you'll hear something that
adds up to the same thing: Because Foxboro has the
edge in practical performance, Foxboro gets the vote
of the men in the plant.



THE FOXBORO CO., 148 NEPONSET AVE., FOXBORO, MASS., U.S.A. • BRANCHES IN 25 PRINCIPAL CITIES

"BOSS" Again at the New York World's Fair



These illustrations show the "BOSS" Sausage Making Equipment used in the Swift & Company sausage making demonstration at the New York World's Fair.

The entire setup of equipment has again been put into service for the continuation of this demonstration during the 1940 season of the Fair.

During the entire display and operation at the Fair in 1939, all of this equipment, consisting of one "BOSS" Grinder, two "BOSS" Silent Cutters and two "BOSS" Stuffers, functioned perfectly without one let-up or shut-down, proving definitely that "BOSS" means



Best Of Satisfactory Service

The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards
Chicago, Ill.

*Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering*

FACTORY
1972-2008 Central Ave.
Cincinnati, Ohio

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio



BOARS HEAD



Super Seasonings

**MADE ONLY BY
THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.
ESTABLISHED 1877**

Here's an Expert on Sausage Flavor...



She's a housewife . . . one of millions who are self-made experts on sausage flavor. And she's the one you have to sell!

● That's one of the reasons we say that Armour's Natural Casings will do a better job for you . . . their porous texture permits the great smoke penetration that means a finer, tastier sausage—bigger sales—every time. After all, it's the smoking process that gives so many sausages their distinctive, tangy flavor . . . has made them a favorite American dish. And natural casings insure your product that full-smoked goodness.

There are other reasons, too, why Armour's

Natural Casings are your logical choice. Being flexible, they cling tightly to the sausages, giving them a fresh, well-filled appearance at all times. They have the natural ability to keep your sausages juicy and appetizing. And the strict Armour standards of grading and processing are your guarantee of highest quality.

Give your next order to your local Armour Branch House. It's a sound step in the right direction—toward better sausage and bigger sales.

ARMOUR'S NATURAL CASINGS

ARMOUR and COMPANY • CHICAGO

Unproductive Packer Labor

Clearer distinction between productive and unproductive labor required for time and motion studies—How investigation of plant methods is boosting efficiency for progressive packers—Relation of unproductive labor to meat prices

UNPRODUCTIVE packinghouse labor is wasteful. It is an expense that runs into a large sum in many plants, increases the cost of meat products and decreases operating efficiency. It is essential, therefore, that packers striving to increase plant efficiency, or planning such an effort, not only have a clear understanding of just what unproductive labor is but also that they determine in what amounts it is present in each and every plant operation.

It has been customary in the meat packing industry, for accounting purposes, to classify productive labor as that employed in the plant, particularly in processing and manufacturing departments, without regard to the exact nature of operations in any instance. Unproductive labor has been considered to be that which is expended outside of processing and manufacturing departments.

through time and motion studies, and in determining the influence of unproductive labor on production cost and plant efficiency and the possibilities offered for bettering yearly financial results.

Packers who are giving well-directed effort to cutting production costs are defining unproductive labor as that paid for in processing and manufacturing departments which contributes nothing to production or to the quality, good appearance, value or salability of products.

Under this definition, the effort required to truck products from one department to another is unproductive. It is an expense for which nothing is gained. It might be reduced in many cases by the use of mechanical handling equipment.

Time consumed by workers at the linking table to perform operations other than linking—placing linked sausage on sticks, walking to the cage or truck, hanging the sticks and returning to the linking table, for example—is unproductive. A large percentage of the working time of each linker is spent on operations other than linking. Some packers and sausage manufacturers have reduced un-



TIME AND MOTION STUDIES INCREASED EFFICIENCY HERE

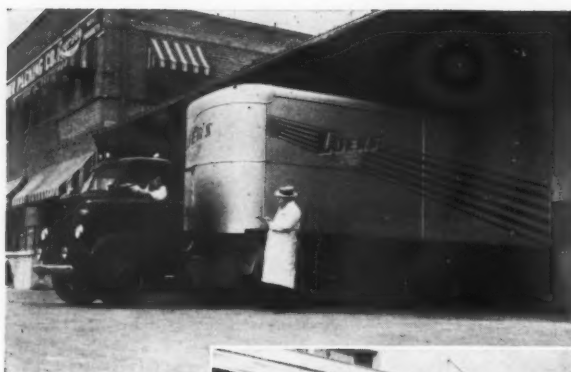
Bacon wrapping room of H. C. Bohack Co., Inc., Brooklyn, N. Y. Investigation pointed way to saving of six seconds on wrapping of each half-pound of bacon in this room, resulting in a total saving of 20 man-hours daily. Change was effected by simple alterations in wrapping table design and wrapping procedure.

Such a distinction between productive and unproductive labor is easily arrived at and may be convenient for cost figuring. It is obviously inadequate, however, for time and motion studies. Further, this conception of productive and unproductive labor may be largely responsible, industrial engineers say, for much of the lack of packer interest in improving inefficient operations and methods

productive labor at the linking table as much as 30 per cent.

Ham boners are paid to bone hams. The cost per unit of product to perform this operation is directly dependent on the number of hams each boner completes in a working day. The effort required for the boner to transfer hams from truck to table is un-

(Continued on page 39.)



SPEEDY MAINTENANCE METHODS SAVE LUER \$33,800 Annually

during the day and two at night, are required to service the Luer fleet and a number of units of the same make owned and operated by salesmen.

Performance of the trucks reflects the care that has been given them. Some of the older trucks have accumulated over 250,000 miles and are still "working just as efficiently as the day we bought them," to quote Mr. Schaefer.

The Luer Packing Co. started from a market opened in Los Angeles in 1886 by A. O. Luer. With the turn of the century he was processing ham and bacon and manufacturing sausage in a small way. From that point on the business progressed rapidly and now

REPRESENTATIVE LUER TRUCKS

TOP.—Tractor-trailer unit, a 1939 Ford V-8, serves Luer branches at San Diego and Bakersfield. Equipped with 95-h.p. engine and auxiliary transmission, it has hauled payloads of about 20,000 lbs. for over 100,000 miles.

CENTER.—A new Ford V-8 95-h.p. cab-over-engine truck used by Luer Packing Co. in Los Angeles, Hollywood and Burbank. Equipped with refrigerator body and cold plate ammonia system, this unit holds a temperature of 30° F. throughout a working day.

BOTTOM.—These 95-h.p. trucks with flat beds are used by Luer for one-stop deliveries.

HIGH-SPEED maintenance technique evolved by the Luer Packing Co., Los Angeles, Calif., is netting the firm an annual saving of \$33,800 in over-all operating costs, according to Albert T. Luer, secretary-treasurer of the firm. The saving is placed at 2.6 cents a mile for every one of the 1,300,000 miles which the company's 75 trucks travel each year.

Perfectured by Fred Schaefer, superintendent of transportation for the Luer company, the technique makes it unnecessary for any of the company's trucks to remain off the streets during working hours. The company has not had a major accident since adoption of the technique.

Easily Repaired and Cleaned

When a truck engine needs other than minor repairs, the truck is run into the garage in the evening and the engine exchanged for one which Luer mechanics have reconditioned. While this is being done the chassis is inspected and adjustments made, if necessary. The truck then returns to service, powered by an engine which is operating at peak efficiency.

The engine just removed is dis-

mantled, steam-cleaned and placed on a rack where mechanics work on it conveniently and speedily. This departure has expedited work to such an extent that repairs are made in record time, according to Mr. Schaefer.

New rings are installed in a matter of minutes while two men completely overhaul a V-8 engine, including re-boring, installing new pistons, main bearings, connecting rod inserts, pins, valves and springs, cam gear, gaskets, overhaul water pumps, distributor and carburetor and reline clutch in eight hours. Also, three men have exchanged engines in a chassis in 45 minutes, Mr. Schaefer states.

A by-product of the new technique has been a substantial increase in fuel and oil mileage. Consumption of the latter has been reduced to a purely negligible amount. The results in this direction have greatly exceeded expectations. Mr. Schaefer says.

Another result has been a cleaning up of the maintenance department. Considerably less equipment is needed to service the trucks than was formerly the case and the department presents a generally improved appearance.

Only four mechanics, two working

includes branches at San Diego and Bakersfield. Walter and Albert T., sons of the founder, actively assist their father in the conduct of the business. The former is vice-president and the latter, secretary-treasurer of the firm.

AD SHOWER GETS ATTENTION

In addition to a large institutional advertisement announcing the recent opening of the Schenk Provision Co., Greensboro, N. C., the company ran a series of smaller ads dealing with specific product. Several of the insertions appeared on different pages of the same newspaper, stepping up the company's opportunities for attracting reader attention and getting its story across.

Promoting Schenk's Top Quality products, the ads measured two columns by 5 in. and made effective use of white space. "Blitzkrieg or not—you've got to eat!" stated one. "The war news at breakfast time will look better over a dish of Schenk's savory sausages—links or cakes." Another ad, devoted to liver sausage, advised readers to "Slice it thick and don't be stingy."

Diesel Truck Costs Shown

THE question of how much saving can be affected by the use of diesel engine-powered trucks has been asked many times in recent months by packers faced with the problem of reducing meat distribution costs. Figures compiled over a period of six months by a large Midwestern company which has four Dodge diesel trucks in operation revealed a saving of 59 per cent in fuel cost.

This saving was made by the firm with cost of fuel oil for the diesel trucks at 8.5c per gallon, including federal tax, against 11c per gallon for gasoline. The average number of miles obtained per gallon for each diesel truck was 6.66 against 3.5 miles per gallon for the gasoline engine-powered trucks.

For 100 miles of operation the consumption of gasoline was 28.6 gallons, while only 15.1 gallons of fuel oil were used over the same distance. Averaging 6,000 miles of operation per month, each diesel truck made a saving of \$111.60, or 59 per cent, in fuel cost.

Extra Maintenance Expense

On both gasoline and diesel trucks of three-ton capacity, the lubricating oil is changed at 1,500-mile intervals. The lubricating filter on diesel truck engines is also changed at the same interval. Such filter replacement costs approximately \$7.20 per month.

The operating manager of the company stated that, generally speaking, the time required to service the diesel engine was approximately two hours a week compared with one hour per week for a comparable gasoline engine. This extra labor, plus the cost of the oil

filter, represented an additional charge of \$12 against the diesel engine which must be deducted from the fuel savings. However, a net saving of approximately \$100 per month is reported for each diesel truck.

Each truck made an average of 20 round trips per week between Detroit and Grand Rapids. Average time required by the diesel trucks for the run was from one to one and one-half hours less than used by the gasoline trucks.

Commenting on the diesel engine truck performance, the operating manager made the following statement:

"Our original Dodge diesel test unit was placed in service in March, 1939, making the round trip Grand Rapids to Detroit and return each night, five trips per week.

"For the first six months very accurate records were kept of performance, especially in view of the schedule requiring the round trip to be made in slightly less than 10 hours driving time, and in from 11½ to 12 hours total elapsed time, which included the delay of changing train, checking, refueling, etc., at the Detroit terminal.

"In all but a few cases each month, this unit handled a semi-trailer and a four-wheel trailer in both directions. While there is some difference in the weights of our units, the average semi-handled weighed 8,200 lbs. and the four-wheel trailer weighed 9,400 lbs. The diesel tractor weighed 7,100 lbs., or a total weight for the three units of approximately 24,700 lbs., which with our average payload of 32,000 lbs., made the gross load 56,700 lbs."

Below is a tabulation of this operation from March to August, inclusive:

Month	No. Trips	Gals. Fuel Oil	Total Mileage	Miles Per Gal.	Average Payload lbs.
March ...	20	900	5870	6.52	31,920
April	19	737	4688	6.36	27,240
May	20	843	5200	6.17	32,420
June	22	959	6948	7.14	33,510
July	18	740	5529	7.47	34,740
August ...	21	1108	7011	6.32	35,200



A DISTRIBUTION COST-CUTTING POSSIBILITY

Mack truck powered with Diesel engine. Units of this type possess important advantages in some classes of work but have yet to prove their adaptability in meat distribution service. Data on Diesel truck costs are given in accompanying story.

Liver Sausage Drive a Success, Reports Show

WITH additional reports from sales "fronts" in all sections of the United States being heard from each day, indications are that the liver sausage advertising campaign, sponsored by the Institute of American Meat Packers, has met with unusual success in virtually every locality of the country.

Retail meat dealers apparently have been cashing in on the sales and merchandising ideas suggested for use during the campaign, according to reports from Institute local chairmen. The brightly colored store advertising material which ties in with the two colorful advertisements on liver sausage, which appeared in *Life* magazine during May, apparently has been displayed in a large majority of the 200,000 retail outlets throughout the United States.

Surveys conducted by local chairmen show that most dealers have been greatly interested in the advertising material, and that they displayed advertising posters prepared by the Institute and also others prepared by individual meat packers and sausage manufacturers. Where retailers and meat packers employed aggressive and stimulating sales promotional efforts, liver sausage sales showed a satisfactory increase. In some sections, sales were far beyond expectations.

Big Sales Jump Shown

Following are a few additional reports received from local chairmen by the Institute during the past week. They are typical of most reports which local chairmen have prepared during the course of the liver sausage advertising campaign.

WEST VIRGINIA.—"There is no question but that this campaign helped sales of liver sausage to a great extent. Reports received from other members as well as from our branches indicate sales were increased at least 50 per cent."

MARYLAND.—"For your information, every hotel in our territory has been featuring liver sausage on its menus for the past month. Have talked to several hotel and restaurant managers in this vicinity and they advised that they had no idea there would be such a demand for this product.

"In regard to results over last year: The writer personally had the experience of showing 300 per cent increase in volume over last year. This is an exceptionally good record; feel that had it not been for the campaign, we would not have shown this big increase."

OREGON.—"Some dealers report that increases are from 5 to 20 per cent over average sales." . . . "We feel that magazine advertising and other publicity will have cumulative effect, and that more and more people will

(Continued on page 38.)

The National Provisioner—June 1, 1940



Views of New Rath Employees' Building

- 1.—East corner of the structure; cubicle on ground floor is a gathering place for plant visitors and a waiting room for employees.
- 2.—Reception desk in lobby for the superintendent's office section.
- 3.—Central section of facade. Glass blocks furnish light and ornamentation in panel running vertically above the main entrance to top of building.
- 4.—Corner of cafeteria floor showing the kind of tile used throughout interior.
- 5.—Wall or double wash sinks of this type are used in all dressing rooms.
- 6.—Lockers provide about 13½ cu. ft. of space for each employee's clothing and equipment. Company retains one key for each locker and may inspect them whenever desirable.
- 7.—Sun deck where Rath workers sun themselves, eat lunch and play games.
- 8.—Enclosed ramp leading from employees' building to main units of Rath plant. This passage reduces pedestrian traffic in plant grounds. (National Provisioner photos.)

some places. Lockers are 18 in. deep, 77 in. high (at peak) and 15 in. wide.

In order to control sanitary conditions in the lockers, the company owns the locks and keys. One key for each lock is retained by the company, which can thus inspect the lockers whenever it seems desirable, and the other is used by the employee. The employees find it a great convenience to have one key retained in the company personnel office as it enables them to get a key quickly if they break or lose their own key. When an employee is given a locker he signs a payroll deduction order for a nominal sum; however, no deduction is made from his wages except for damage to locker or lock, or loss of key.

Locker-dressing rooms are so designed that each can be isolated if fumigation or renovation is necessary.

The first floor plan shows the compact arrangement of the superintendent's office section. It will be noted that the general superintendent's office connects with the personnel manager's quarters and employees' conference room, as well as the large drafting room. The latter is an active department at the Rath plant, where modernization never ceases and many projects are constantly under way. The plant engineer's office also connects with the drafting and conference rooms.

A small room is set aside for visitors who wish to examine plans of the Rath

plant, etc. In this room such material is under the control of the staff.

One interesting feature of the superintendent's office section is the universal use of I. E. S. student lamps for lighting. Use of these lamps results in a double saving: They consume one-half or one-third the amount of electricity required by ceiling or indirect lamps supplying the same amount of light, and, since they are of much lower wattage, throw off much less heat for the air conditioning system to remove.

The new employees' building of the Rath Packing Co. was designed by Henschien, Everds and Crombie, packinghouse architects and engineers of Chicago, Illinois.

50 INTERNATIONAL Trucks Work for Adolf Gobel



Here is part of the fleet of International 1½-ton Model D-30 Trucks, with refrigerated bodies, delivered to this Brooklyn packing firm last summer.

Read what Adolf Gobel, Inc., Think of Internationals

We quote David J. Hofer, Comptroller

"We take this opportunity to express our opinion of International Trucks.

"As you will recall, we purchased 35 of your Model D-30's during 1939 and we also have some of your older trucks both large and small.

"Based on our experience with these Internationals, we feel that they are a good, sturdy truck, and that they perform well with a minimum of repairs."

Twelve years ago, Adolf Gobel, Inc., Brooklyn packers, purchased their first International Trucks. Today they have 50 Internationals in their fleet. Included among these are 35 Model D-30's bought during 1939.

Economy of operation, long life, after-sale service, and all-around quality of International Trucks appeal to this company. On the same work and under the same operating conditions, Internationals lead all others in the fleet. And Gobel's are especially well pleased with the gasoline mileage their Model D-30's are giving them.

Year after year, on-the-job evidence piles up in favor of Internationals for all types of hauling, whether light-delivery or heavy-duty work. See the nearby International Dealer or Branch now. Start enjoying the economy and other advantages International Trucks can bring to your business.

INTERNATIONAL HARVESTER COMPANY
(Incorporated)

180 North Michigan Avenue

Chicago, Illinois

INTERNATIONAL TRUCKS

Causes of the External Corrosion of Tin Cans

By C. L. SMITH*

THE effect of corrosive cooling waters on the external appearance of cans can be considered in three separate lights: (1) as a secondary effect on areas exposed prior to cooling; (2) as a corrosive agent attacking tin plate heretofore untouched by corrosion, and (3) as setting up conditions conducive to later corrosion in storage.

The first two actions take place during water cooling, whether in canals, retorts, under sprays or in canal-spray combinations. Many natural waters are particularly corrosive to tin plate, especially when they contain appreciable quantities of chlorides and sulphates. These salts are quite corrosive, and react chemically with exposed iron. To prevent this attack, sodium chromate added to the water at the rate of approximately 1 lb. per 1,000 gals. of water has been found helpful. The amount required will vary, depending on the analysis of the water.

Sodium chromate is effective in alkaline, neutral, or slightly acid waters. When used properly, its probable action of forming an insoluble protective coating prevents attack by chlorides and sulphates. This protection remains to an equal or slightly lessened degree after the cans have been warehoused. Other treatments are equally effective but sodium chromate is commonly used because of its low price, availability, and ease of addition.

Chlorine in Cooling Water

Slightly acid waters containing appreciable quantities of iron also present corrosion problems. This condition can be corrected by neutralization, followed by chromate treatment.

Following the general rule of chemical reactions, the attack by corrosive waters is accentuated as the temperature rises. Warm cooling water makes it necessary to hold the cans for prolonged periods. When cans are cooled in cold water, the intensity of the chemical action is lessened because of the low temperature and the shortened time of exposure. Therefore, the effect of corrosive waters can be minimized by prompt and rapid cooling.

In certain instances, cooling canal water is chlorinated to reduce the bacterial count. If the water is grossly over-chlorinated, there is a possibility of leaving such a high chlorine or chloride content as to render otherwise non-corrosive or very mildly corrosive waters capable of attack on tin plate. It is also possible that chlorine residues may intensify the action of corrosive waters.

Corrosive properties of cooling water do not disappear as the water evaporates after the cans are removed from the cooling canal, since the salts are de-



posited on the cans to continue their attack as soon as sufficient moisture is present. It is therefore desirable that crates be tilted to drain cooling water thoroughly. The more water drained, the smaller the amount of residual salts. Draining should be done outside the warehouse so as not to introduce any more moisture than necessary.

If non-corrosive water, such as rain water or reservoir water from melted snow is available, it is a good plan to dip crates, which have been cooled in

This is the second of two articles on can corrosion by C. L. Smith of Continental Can Co. The first dealt with corrosion in empty can storage, use of the alkaline bath and its dangers, use of sodium chromate, retort staining and proper venting.

corrosive water, in this pure water to flush off residual corrosive material.

More types of corrosion may take place in the warehouse than at any other point in production. Tin cans may be attacked by rust from (1) casing too cold and too wet; (2) hygroscopic residual cooling water salts; (3) sweating, and (4) burst cans. There are other factors but they are too rare to merit consideration.

Cans are frequently cased soon after removal from the cooling canal. The danger of casing cans in corrugated paper or fiber containers at too high a temperature has frequently been

CASED TOO COLD AND WET

Rusting and pitting of can ends, showing the effect of casing while too cold and too wet. The corrosive nature of the residual cooling water salts may also be a factor.

stressed in relation to thermophilic spoilage. The usual suggestion is that canned foods subject to such spoilage be cased only when the average temperature of the contents is 100 to 105 degs. F. Casing at higher temperatures may be conducive to thermophilic spoilage, due to the insulating properties of the containers.

On the other hand, casing at temperatures much lower than these will not permit rapid evaporation of the residual moisture on the can. Consequently, if the cans are cased too cold and too wet, they will not only carry more water into the carton than the paper can absorb, but will remain wet for a considerable time, providing moisture for formation of rust. This rust will be most noticeable at the double seam where fracture and abrasion have removed a great deal of the protective tin coating.

During discussion of corrosive cooling waters, it was pointed out that one way in which these waters attacked tin plate was by depositing hygroscopic salts on the cans. As the water evaporates, it tends to separate into little pools, and at last completely evaporates. The residual salts left in these little spots are potentially corrosive but rendered impotent by absence of moisture.

These salts pick up moisture from the air if the humidity is rather high

(Continued on page 37.)

*Research department, Continental Can Co., Chicago. A paper read at the thirty-third convention of the National Canners Association.

NO DEFROSTING PROBLEM FOR RATH PACKING COMPANY

Baker Refrigerating Equipment includes electrically-timed, automatic defrosting device.

DEFROSTING PROBLEMS are a thing of the past in the plant of the Rath Packing Co., Decatur, Ill. When BAKER refrigeration was installed, an electrically-timed defrosting device was included which automatically defrosts the cooling coils at regular intervals. As a result, maximum refrigerating efficiency is maintained at all times, with attendant reduction in cooling costs.

Why not secure the advantages of BAKER Refrigeration for your plant? By specializing in refrigerating equipment for packing plants and a few other carefully selected fields, BAKER is able to concentrate its research, design, and manufacturing facilities on constant study of your refrigerating problems and their solution. That's why BAKER equipment leads the field in quality and adaptability to the requirements of packers the world over.

Check up now on the advantages of installing modern BAKER Refrigeration in your plant. See a BAKER representative or write direct to the factory.

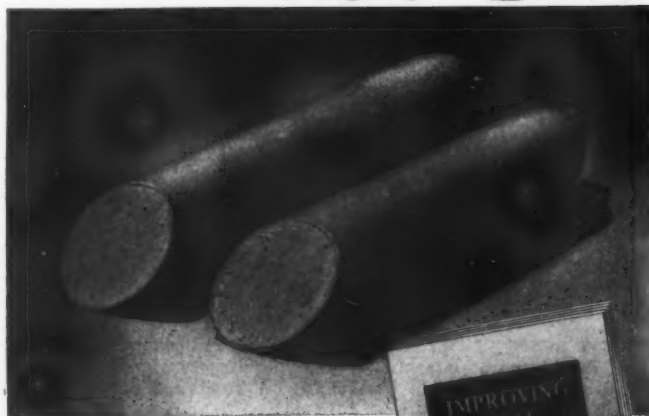


BAKER ICE MACHINE COMPANY, INC.
1514 EVANS ST., OMAHA, NEBRASKA
SALES AND SERVICE IN ALL PRINCIPAL CITIES



AUTHORITY ON MECHANICAL COOLING FOR 35 YEARS

THERE IS *No Substitute* for MEAT ..



Send for Copy of This Book

AMERICAN
DRY MILK INSTITUTE, INC.
221 N. La Salle St., Chicago, Ill.

Good meat is the first essential in making high quality sausage. You can't do it with substitutes.

Dry milk solids not over 1½% fat improves the physical characteristics of sausage and materially increases its food value. It is not a substitute. It is used in sausage, loaves, scrapple and other products, for increasing quality.

Prove this to your own satisfaction!

Your Customers Can Tell the Difference

A page for the PACKER SALESMAN

Typical Sales Problems—II: Out of the Rut with Fundamentals

NO SALESMAN has ever found himself so popular and in such demand that he has been besieged by an army of buyers beating a pathway to his doorstep," commented George Arnold, sales manager for a Southern meat packing company. "More likely, it was his own shoe leather that was worn, and the effort that he put into his work determined the number and the size of his sales."

Seated before him in his office was Bill Smith, who nodded.

"I agree with you," he said, "but what I'd like to know is how I can increase my sales. It's not that I don't try hard enough, but somehow my sales never show any increase. In fact, if anything, my sales are going down. I certainly would appreciate being set right!"

"Well, Bill, that's why I asked you to drop into my office this evening," George answered. "When you began working here five years ago, you started off with such a bang it was only a short time before you were ahead of all the other men. Recently, your orders have become fewer and smaller each week. I know that you have the requirements of a good salesman. Perhaps you're in a rut and can't get started again. My first suggestion is that you make an effort to see as many customers each day as possible—especially new ones."

Dust Off the Turn-Downs

"One mistake frequently made by many salesmen," he continued, "is the failure to follow up on customers who have been turned down by our credit department at one time or another. Very often, temporary conditions were responsible for their inability to pay their bills. In the meantime, they have been ordering from competitors because the salesman whose order was rejected has failed to return."

"That reminds me of a case," offered Bill. "When I was still 'green,' one of my best customers was a butcher over on 33rd st. He was a temperamental character, but by joking with him we always got along famously. He once failed to receive his order on time when our delivery truck had a collision and, as a result, he refused the order when it was delivered. When I attempted to straighten out the matter with him, he became angry and vowed he'd never do business with our company or me again. Forgetting his temperamental nature, I left his shop feeling about the same as he did."

"A couple of months passed before I



POINT OF SALE MATERIAL BUILDS VOLUME

Successful salesmen find store display material one of their best allies in boosting sales. Such material is being used extensively in the current nation-wide liver sausage campaign.

decided to step down from my high horse and find out if I couldn't adjust our disagreement. Much to my surprise, instead of being unfriendly, he welcomed me with an outstretched hand and asked why I hadn't stopped to see him. I had missed several very good orders because I had allowed pride to stand in the way of business."

No Refusal is Final

"What's true in that case is true in many similar instances," smiled the sales manager. "Too often a salesman will take a customer's refusal as final and stop calling on him. What if you are told no on three or four consecutive visits? Maybe on the fifth try you'll receive a large order."

"Many 'green' hands have turned in a large number of new orders by calling upon customers whom they had been told were a waste of time. However, being new, full of pep and possessing a burning desire to whip the selling game, they disregarded the veterans' advice, received unexpected orders and made new customers."

"Have a cigaret," offered George, as he reached out and handed the package to Bill. Leaning back in his chair, he smoked silently for a few moments and

then inquired, "How much time do you generally spend with each customer and what do you do to get more items per order?"

"When I call on a customer, I generally know just about what he will be wanting," answered Bill. "As you know, after a few visits a salesman has a pretty good idea of what each customer usually orders. Knowing that he generally is busy and doesn't like to be bothered by salesmen, I go over his previous order, checking each item for additional supplies. I feel that I'm not taking too much of his time, or wasting any of my own."

Sell the Whole Line

"That's where you're making a mistake," countered the sales manager. "Not only have you failed to make the most of an opportunity, but in the long run you have also been wasting your customer's time and your own. Also, you probably have missed many sales that have gone to competitive salesmen."

"I believe I know what you mean," interrupted Bill. "In other words, you think that I should go over my entire list. But wouldn't that take too long? I

(Continued on page 42.)

Up and down the MEAT TRAIL

Frank Firor Dies After Long Career in Industry

Frank M. Firor, 70, passed away suddenly on May 27 at the Providence Hospital, Washington, D. C., after a long and successful career in the meat packing and provision field. Following 15 years in the baking industry, Mr. Firor entered meat packing with the N. Auth Provision Co., Washington, D. C. His next connection was with George Kern & Son, Inc., New York, where he served in various capacities, finally becoming president of the company.

In January, 1927, Mr. Firor became president of Adolf Gobel, Inc. Among other companies with which he was associated and served as either president or director were C. Lehmann Packing Co., Brooklyn, N. Y.; Merkel, Inc., Jamaica, N. Y.; Howard Provision Co., New York; B. Meier & Son, Inc., New York; Keene-Loffler, Inc., Washington, D. C.; Hertz Bros., Milton, Pa., and the United Sausage Company of Boston, Mass.

Mr. Firor had many friends in the meat industry and a wide acquaintance throughout the United States. He is survived by his widow, Mrs. Annie C. Firor, who was en route to Washington from Oklahoma at the time of his death; his son, Frank Howard Firor, who is connected with Merkel, Inc., Jamaica, N. Y., and two daughters. Funeral was held May 29 with interment at Rock Creek Cemetery, Washington, D. C.

Armour Receives Bids on Beef Plant at Kansas City

Armour and Company received bids on May 24 for a new beef killing plant at Kansas City, Kas., the first important unit of a contemplated construction program.

The new building, of steel and concrete construction, will measure 220 by 124 ft., varying in height from two to four stories. Extensive use of structural glass panels will be made to provide daylight working conditions for employees.

Projected in 1937, the modernization program of which the building is a part was held in abeyance pending the adjustment of tax assessments with county and state authorities, as well as

the assurance of a return to normal livestock supplies in the Kansas City agricultural area.

Results of Annual Wage Plan Revealed by Hormel

Under the annual wage plan now in effect at Geo. A. Hormel & Co., steady employment was provided for 98.1 per cent of the staff during 1939, as contrasted with an average of 49.4 per cent steady employment during the preceding 10-year period.



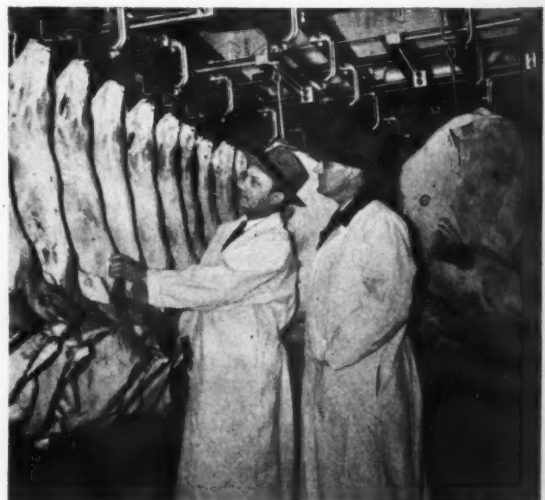
JAY C. HORMEL

This was revealed by Jay C. Hormel, company president, in a speech before the second annual forum of the American Retail Federation at the Stevens Hotel, Chicago, last week. Tracing the results of the plan, which has been in effective operation more than a year, Mr. Hormel cited increased security, an extensive growth in the assessed value of owned homes in Austin, Minn., where the plant is located, and other advantages. The Hormel plan has been widely studied by industry as an effort to stabilize employment.

Mr. Hormel was recently elected a delegate to the Republican national convention at Philadelphia on June 24. The successful campaign of the packer, who has not been active politically, was directed by David S. Owen, editor of the *Hormel Squeal*.

LOOKING OVER TENDERAY BEEF

J. B. Nichols (left), meat operator for Kroger Grocery & Baking Co. at the Cincinnati, O., branch, and Fred Granel, meat buyer for the branch, inspect beef in processing room of new Tenderay plant at Cincinnati. The company does no killing at this plant, bringing in carcasses for processing soon after animals have been slaughtered and chilled. (National Provisioner photo.)



E. A. Schenk Opens New Plant in North Carolina

Schenk Provision Co., Greensboro, N. C., played host to more than 200 retail meat dealers on May 21 in connection with the opening of its new plant on Moorehead ave. The plant is being operated by E. A. Schenk, former president and general manager of the Columbus Packing Co., and his son, E. S. Schenk.



E. A. SCHENK

Features of the Schenk plant include Buffalo processing equipment and a modern air-conditioned smokehouse. The company will concentrate on production of pork sausage, liver sausage, frankfurts, bologna sausage, luncheon loaf and other products. Deliveries are being made in its own fleet of refrigerated trucks.

In order to acquaint consumers with the processing of its Top Quality meat products, the company is making arrangements to conduct groups through the various departments.

Plan New Cudahy Canning and Sausage Unit at Omaha

Construction work is to begin soon on an extensive new sausage department and meat canning factory at the So. Omaha, Neb., plant of the Cudahy Packing Co., according to an announcement

on May 23 by E. A. Cudahy, jr., president of the company. Most of the operations at the new plant will be in pork. The new building and equipment are expected to furnish employment for about 300 additional Cudahy employees at Omaha and to broaden the local outlet for hogs there. The new department, it is indicated, will begin operations in the fall.

Personalities and Events Of the Week

Members of the meat packing and sausage manufacturing fraternity who have been in Chicago recently on business include **Henry Coffin**, president, Gibson Packing Co., Yakima, Wash.; **H. H. Corey**, vice president, Geo. A. Hormel & Co., Austin, Minn.; **Louis E. Kahn**, vice president, E. Kahn's Sons Co., Cincinnati, O.; **J. C. Stentz**, vice president, John Morrell & Co., Ottumwa, Ia.; **Edward P. Harrison**, advertising manager, Rochester Packing Co., Inc., Rochester, N. Y.; **Walter Seiler**, general manager, Karl Seiler & Sons, Philadelphia, Pa., and **George A. Schmidt, jr.**, Stahl-Meyer, Inc., Brooklyn, N. Y.

David C. Johnson, 35, branch manager for Wilson & Co. at Hot Springs, Ark., died on May 26 at Oklahoma City following an extended illness. He was an employee of the company about seven years at Oklahoma City before moving to Hot Springs four years ago. He returned to Oklahoma City several months ago on account of ill health.

Gerry Provision Co. has leased more than 8,000 sq. ft. of space on the first floor of the Larkin Terminal warehouse at Buffalo, N. Y., and will transfer operations there from its present location early in June. The company engages in sale of meats, poultry and provisions to hotels, restaurants and steamships. **Gerry Lang** is president.

G. C. Waterman has been appointed to the staff of Kingan & Co., Indianapolis, Ind., as a specialty sales representative. He was formerly affiliated with Cudahy Packing Co.

L. Bartenstein and **Roy Kyser**, both of the engineering department, and **W. C. Sherman**, insurance department, Wilson & Co., Chicago, were visitors in New York last week.

Swift & Company entertained at a buffet luncheon on May 27, playing host to 45 members of the American Legion of Mothers at the company's New York World's Fair exhibit.

L. O. Cheever, editor of the *Morrell Magazine*, employee publication of John Morrell & Co., has been elected president of the American Association of Industrial Editors, recently organized association of editors of company or employee publications.

"Just enjoying myself," reports **H. E. ("Car Load Harry") Altman** of Spicene Co. of America, writing from Cuba.

Charles E. Dorman, Boston provision broker, spent a couple of days in Chicago this week. Mr. and Mrs. Dorman

are returning East after sojourning in sunny California for the past couple of months.

C. R. Fuller of Topeka, Kas., has been employed as manager of the Leavenworth Packing & Storage Co., Leavenworth, Kas. **Hillel Samisch**, owner of the company, plans a six-week vacation in Phoenix, Ariz., and California.

Virgil Reynolds, hog buyer for Swift & Company at Omaha, Neb., was acclaimed the owner of the champion whiskers of the hog yards at a 400 Club dinner recently held.

F. R. Graves, manager for the Cudahy Packing Co., at New Ulm, Minn., recently announced the promotions of **Harold Koenig**, former cashier, to a newly created post as assistant manager and **Howard Schnobrich** to the cashier position.

Open house was recently held for three days at the Iowa Packing Co., Des Moines, Ia. As guests of H. J.

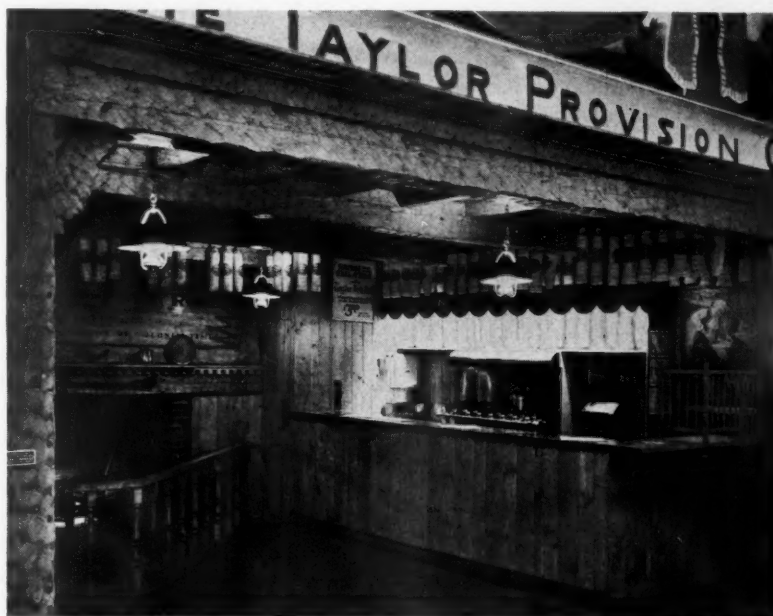
Dodge, Ia. Plans call for a brick and concrete unit measuring 45 by 70 ft.

State board of agriculture of Oklahoma has approved a regulation stipulating that within 90 days meat dealers of the state will be required to sell all ground meat without soyflour and without artificial coloring. The coloring provision forbids the use of colored casings for frankfurts and bologna.

Central Packing Corp., Muskogee, Okla., recently filed a petition in district court asking dissolution of the corporation. **Joe Lux**, former general manager of the concern, is purchasing its entire assets and plans to continue operations as an individual company.

Great Bend Packing Co., Great Bend, Kas., has acquired the **Morgan Packing Co.**, Emporia, Kas. **E. H. Schenkel** will be office manager of the Emporia plant. Owners of the Great Bend packing concern are **Hody** and **Fred Thies**.

Saratoga Meat Products Co., well known Chicago producers of sausage,



TAYLOR PROVISION CO. EXHIBIT AT "FORTY FAIR"

Exhibit of Taylor Provision Co., popular last year, is being repeated at the 1940 version of the New York World's Fair. The display features the famous Taylor pork roll. Sandwiches available at the Taylor exhibit are said to be among the most generous offered at the entire fair.

Nelson, president, the citizens were given the opportunity to see a modern packing plant in operation.

Swift & Company employees at the Ft. Worth, Tex., plant, have been requested to refrain from discussion of the European war during working hours.

R. D. Clements, an employee of Armour and Company for approximately 35 years, died after a heart attack recently at Ft. Worth, Tex. Mr. Clements was on his way to the plant when stricken.

Construction work is in progress on a two-story and basement addition to the plant of the **Tobin Packing Co.**, Ft.

meat loaves and other meat products, will stage an open house program on June 5 for its retail patrons. Refreshments will be served. **Crist Lisberg**, Saratoga president, will act as host during the reception.

Tobin Packing Co.'s new ready-to-serve canned pork product, **Brunch**, was introduced in Hartford, Conn., last week by members of the company's sales force.

In honor of his 25 years with Swift & Company, **L. G. McGee**, manager of the company's branch at New Orleans, La., was host at an open house program

(Continued on page 38.)

Looking for Operating Economies? Don't Overlook Your Power Plant



If you're looking for lower costs—and who isn't—why not start with the power plant? Your Chief Engineer can probably tell you where considerable savings might be made—why not ask him?

And why not tell him to send for these two bulletins?

1. Bulletin 3190 tells why Buffalo Induced Draft Fans easily withstand the most severe service. Shows their double curve blade construction details, dynamic balancing, performance curves. You'll agree that here is the fan for heavy duty induced draft work.
2. Bulletin 3113-A describes Buffalo Super-Limit-Load Heavy Duty Forced Draft Fans. Shows performance data that will quickly convince you of high efficiency. Shows construction and design details.

BUFFALO FORGE COMPANY
468 Broadway Buffalo, N. Y.

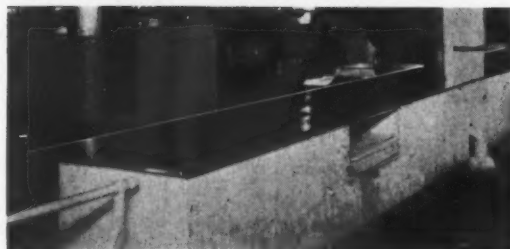
Branch Engineering Offices in Principal Cities

• Canadian Blower & Forge Co., Ltd., Kitchener, Ont.

“Buffalo”

**FORCED AND
INDUCED DRAFT**

FANS



MET-L-WOOD - A REAL ADVANCE IN TABLE-TOP CONSTRUCTION

MET-L-WOOD (stainless steel over wood) is the ideal material for really sanitary and serviceable table-tops for both new tables and old! MET-L-WOOD table-tops are permanently smooth, remain perfectly flat through many years of severe usage, are exceptionally easy to keep clean and combine durability with economy! MET-L-WOOD table-tops are quickly available in any size or shape desired. All edges are turned and sealed for ease in cleaning and longer life. Sound-deadened table-tops reduce packinghouse din and promote greater efficiency of employees. It will pay you to investigate MET-L-WOOD . . . it costs no more than regular 16 gauge stainless steel and requires no additional bracing! Write today!

MET-L-WOOD CORPORATION

6755 West 65th Street

• Chicago, Illinois

REFRIGERATION *and Air Conditioning*

MEAT PLANT REFRIGERATION

**A Complete Course for
Executives and Workers
Prepared by—**

—The National Provisioner

LESSON 63

How Water is Cooled

IN THE previous lesson on meat plant refrigeration and air conditioning, some features of the cooling tower, widely used for cooling condenser water, were described. Further information on these devices follows:

A well designed and constructed cooling tower breaks up the water into small particles, arrests its descent in order to give a long period of contact with the air during its drop through the tower, and provides for a flow of fresh, unsaturated air to every part of the tower.

The limit to which water can be cooled in this device is the wet bulb temperature. At this point, the air is saturated and consequently no further evaporation takes place. A tower that cools within 5 degs. F. of the wet bulb temperature is considered to perform satisfactorily and to come rather close to the practical limits of operation.

In a cooling tower, a system of cooling decks is arranged one above the other. These stop the flow and break up the water. They do not obstruct either the horizontal or vertical flow of air through the tower. Horizontal air currents through the tower are set up by atmospheric movement. The vertical ones are created by the stack effect.

How Cooling Tower Functions

The relatively warm water delivered at the top of the tower gives up its heat and warms the air surrounding it. This expands and rises, producing the upward flow of air.

A rule of thumb governing the size of horizontal area of a natural draft cooling tower, known as water loading, is one sq. ft. of free area for each two gallons of water to be cooled. Uniform water distribution is required, in order that each part of the tower may do its proportionate share of work and not be overloaded.

Serrated wooden flumes, pipes or sprays properly equipped with valves are used. Louvres are primarily for the purpose of preventing water from being blown outside and stopping or reducing what is known as drift. To provide a design which will hold drift to a minimum is the most difficult problem of tower construction. Drift amounts to from $\frac{1}{2}$ of one per cent to three per cent of the total water handled. If drift is excessive, surrounding premises will suffer and the tower will be a nuisance.

A forced draft cooling tower is a box shaped structure enclosing the filling of wooden members. The counter flow principle is employed. The hot water, falling from the top, is broken up by the fill; the cold air is sucked in from the bottom by a propeller type fan. These fans may be of the forced draft type, more accessible for repairs and oiling than the induced draft type, which are mounted on top of the structure.

Air Velocity and Loads

The air velocity through forced draft cooling towers is 350 ft. per minute. Loads are as heavy as 4 gallons per minute per sq. ft. It is customary to arrange a forced draft cooling tower in one or more sections or cells, each isolated from the other and fitted with its own forced draft fan.

When the heat dissipating duty is low, or when the air wet bulb temperature is low during some months, fans are shut down to save auxiliary power. Further flexibility may be obtained by using variable pitch fan blades.

Spray ponds are sometimes installed by meat plants. They provide consider-

ably more flexibility of control than towers, especially during winter months. There is less liability of freezing and accident. Rates of flow are easily decreased without danger of freezing. Excessive drift freezes and becomes a distinct peril. Water is distributed through parallel headers to clusters of five sprays, the clusters being spaced 10 to 12 ft. apart. Sprays are $\frac{1}{2}$ in. to 2 in. in diameter.

Spray Ponds Low in Cost

These sprays operate at a pressure of about 7 lbs., which is sufficient to break up the water into fine drops. The drops are cooled both by evaporation and contact while falling through the air. Loss of water in ponds amounts to from 3 to 5 per cent. Drift is prevented by louvres surrounding pond. Water in small amounts may also be cooled in a shallow pan or upon a building roof. Initial construction cost as well as operating expenses of such cooling is low.

The main items of construction cost of a spray pond consist of piping and nozzles. Nozzles are made of bronze and have a life of about 5 years before renewal becomes necessary due to water erosion. The $1\frac{1}{2}$ -in. nozzle handles about 22 gallons of water per minute at 7 lbs. pressure. The 2-in. nozzle handles 40 G. P. M. The water loading for the spray pond ranges from .8 G. P. M. per sq. ft. of pond to $1\frac{1}{2}$ G. P. M.

Spray towers have sprays installed at the top and employ no filling. They are widely used to meet the cooling requirements of small plants and require little space. The nozzles spray downward toward the water basin, the whole being



NEW ADDITION TO MEAT DISTRIBUTION FLEET

This 24-ft. refrigerated semi-trailer body is being used by Luper Transportation Co. to handle meat and meat products between Wichita, Kas., and Oklahoma City. Trailer, tractor and body were built by Dart Truck Co., Kansas City, Mo. Outside dimensions of body are: Length, 24 ft.; width, 93 $\frac{3}{4}$ in. and height, 87 $\frac{1}{4}$ in. Body is built of 8 $\frac{1}{2}$ -in. radius cove-type Lindsay Structure, has double rear doors and is insulated with 6 in. of Dry-Zero in roof and 4 in. in walls. Refrigeration is supplied by a Timpte reefer blower system using salt and ice.

enclosed in a louvered fence extending up to the spray nozzles. Loadings are 1½ G. P. M. per sq. ft. The space occupied is much less than that required for a spray pond of similar capacity.

QUESTIONS

1.—Do sprays of a spray pond ever block? What causes this? How can it be prevented?

2.—What is a combination of a cooling tower and ammonia condenser, built in a unit, called?

EDITOR'S NOTE.—Lesson 64 will discuss water cooling equipment.

FINANCIAL NOTES

A quarterly dividend of 75c has been declared on preferred stock of American Hide and Leather Co., payable on June 14 to shareholders of record on June 4.

Glidden Co. has announced an interim payment of 30c a share on its common stock, payable July 1 on stock of record on June 18.

A quarterly dividend of \$1.00 has been declared by Beech-Nut Packing Co., and an extra dividend of 25c on the common stock, both payable on July 1 to shareholders of record on June 10.

United Stockyards Corp. reported a consolidated net income of \$206,203 for the six months ended April 30, equal to 15c a share on the common stock. This

compares with consolidated net income of \$173,659, or 5c a common share for the corresponding period of the preceding year.

United States Leather Co. reported net profit of \$206,807 for the six months ended April 30, equal after normal preferred dividend requirements to 20c a share on the Class A stock. A net loss of \$33,659 was reported for the same period of last year.

WISCONSIN LOCKER MEETING

The first annual convention of locker plant operators of Wisconsin was held recently at the College of Agriculture, University of Wisconsin, Madison, Wis. Fifty-four concerns, the majority of them makers of packages and wrapping paper, staged exhibits at the meeting. There are now about 250 locker plants in Wisconsin, comprising approximately 43,000 locker boxes, of which 39,000 are rented.

FLASHES ON SUPPLIERS

CHAIN BELT CO.—William H. Quinn, New York district manager of the Chain Belt Co., Milwaukee, died suddenly on May 5 in New York City. Mr. Quinn had been with the company since 1923, and manager of the New York office since 1928.

PACKER AND FOOD STOCKS

Price ranges and total sales of listed stocks for week ended May 28.

	Week ended May 28				May 22			
	Sales	High	Low	Close	Sales	High	Low	Close
Amal. Leather...	900	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Do. Pfd.....	100	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2	9 1/2
Amer. H. & L....	5,200	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4
Do. Pfd.....	300	23	23	23	23	23	23	23
Amer. Stores....	1,000	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4
Armour Ill....	16,700	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4
Do. Pr. Pfd....	1,200	37	37	37	37	37	37	37
Do. Pfd.....	100	99 1/2	99 1/2	99 1/2	99 1/2	99 1/2	99 1/2	99 1/2
Do. Del. Pfd..	100	104 1/2	104 1/2	104 1/2	104 1/2	104 1/2	104 1/2	104 1/2
Beechnut Pack..	300	18	18	18	18	18	18	18
Boback, H. & C.	30	18	18	18	18	18	18	18
Do. Pfd.....	30	18	18	18	18	18	18	18
Chick. Co. Oil..	1,400	10 1/4	9 1/4	10 1/4	9 1/4	9 1/4	9 1/4	9 1/4
Childs Co.....	2,100	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4
Cudahy Pack....	1,200	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4	10 1/4
Do. Pfd.....	100	11	11	11	11	11	11	11
First Nat. Strs.	2,200	35	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2
Gen. Foods....	23,100	39 1/2	38	39	39	39	39	39
Do. Pfd.....	600	112	112	112	112	112	112	112
Glidden.....	2,200	12	11 1/2	12	11 1/2	11 1/2	11 1/2	11 1/2
Do. Pfd.....	200	33	33	33	33	33	33	33
Gobel Co.....	2,100	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2	2 1/2
Gr. A. & P.....	650	92	88 1/2	88 1/2	88 1/2	88 1/2	88 1/2	88 1/2
Do. Pfd.....	70	123 1/4	123 1/4	123 1/4	123 1/4	123 1/4	123 1/4	123 1/4
Hormel, G. A....	100	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4
Hygrade Food..	1,000	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2	24 1/2
Kroger G. & B..	1,400	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
Libby McNeill..	2,900	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4	5 1/4
Mickelberry Co.	250	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4
M. & H. Pfd....	110	5	5	5	5	5	5	5
Morrell & Co....	100	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4	33 1/4
Nat. Tea.....	1,600	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4	4 1/4
Proc. & Gamb..	5,400	54 1/2	54 1/2	54 1/2	54 1/2	54 1/2	54 1/2	54 1/2
Do. Pr. Pfd....	60	113 1/4	113	113 1/4	113 1/4	113 1/4	113 1/4	113 1/4
Rath Pack.....	100	40	40	40	40	40	40	40
Safeway Strs..	2,900	37	36	37	36	36	36	36
Do. 5% Pfd....	1,430	96 1/2	96	96 1/2	96	96	96	96
Do. 6% Pfd....	100	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4
Do. 7% Pfd....	100	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4	111 1/4
Stahl Meyer....	100	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4	1 1/4
Swift & Co....	8,200	18 1/2	18	18 1/2	18	18	18	18
Do. Intl.....	5,450	18	17 1/2	18	17 1/2	17 1/2	17 1/2	17 1/2
Trans. Pork....	100	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2	8 1/2
U. S. Leather..	1,000	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4	3 1/4
Do. A.....	1,600	7	6 1/2	7	6 1/2	6 1/2	6 1/2	6 1/2
Do. Pr. Pfd....	100	50	50	50	50	50	50	50
United Stk. Yds.	1,400	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2	5 1/2
Do. Pfd.....	200	6	6	6	6	6	6	6
Wesson Oil....	1,600	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
Do. Pfd.....	100	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4	60 1/4
Wilson & Co....	8,500	4	3 1/4	4	3 1/4	3 1/4	3 1/4	3 1/4
Do. Pfd.....	1,300	46	46	46	46	46	46	46

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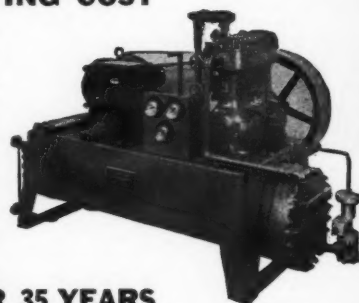
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April Exports Run Slightly Higher; Imports Down

EXPORTS of meat products during April, 1940, were somewhat heavier in total beef and veal and total pork than during March. Lard exports continued to decline. Imports of meat products during April continued to decline from the previous month.

Total beef exported during the first

four months of 1940 were approximately 2 million lbs. heavier than during the same period in 1939. Total pork exported was almost double the amount in the four-month period in 1939. Lard exports for the four-month period in both 1940 and 1939 were almost identical. During this period total imports of

FOREIGN TRADE IN MEATS AND LARD

	April, 1940 lbs.	April, 1939 lbs.	4 mos., 1940	4 mos., 1939
IMPORTS				
Beef and Veal—				
Beef, fresh	308,318	152,422	816,088	752,895
Veal, fresh	12,478	5,934	48,648	26,747
Beef and veal, pickled or cured	119,928	60,383	538,860	498,586
Beef, canned	4,487,667	8,640,094	24,236,028	21,843,809
Total beef and veal	4,928,391	8,858,833	25,639,624	23,122,037
Pork—				
Pork, fresh and frozen	196,676	188,419	670,876	679,588
Hams, shoulders and bacon	152,712	4,750,386	1,144,083	16,312,116
Pork, pickled, salted and other	106,820	269,171	406,582	1,072,393
Total pork	456,208	5,207,976	2,221,541	18,064,097
EXPORTS				
Beef and Veal—				
Beef and veal, fresh	468,775	416,668	2,861,707	1,701,024
Beef, cured	899,662	154,472	2,948,789	1,328,213
Beef, canned	82,620	138,831	497,179	669,509
Total beef and veal	1,491,057	709,971	5,907,625	3,698,746
Pork—				
Fresh and frozen	1,399,618	684,620	31,031,912	5,498,521
Cumberland and Wiltshire sides		208,705	5,630,024	1,179,205
Hams and shoulders	576,374	5,289,059	11,097,827	19,563,983
Bacon	1,776,435	560,915	6,189,885	3,015,361
Pickled	911,424	677,503	7,767,364	3,113,008
Canned	293,045	579,475	4,831,580	3,243,197
Total pork	4,957,096	8,060,277	65,928,592	35,613,275
Lard	18,848,807	17,531,127	92,624,260	92,692,419
Sausage—				
Sausage	289,215	255,207	1,120,220	1,019,515
Sausage ingredients	110,007	198,433	766,092	567,973

CUT-OUT RESULTS IMPROVE AS HOG PRICES DECLINE

Sharp drop in price of hogs earlier in the week brought about a fall in average cost of hogs on light, medium and heavy weights, ranging from 18c to 20c per cwt. Value of hog products showed little change from the previous week. Cut-out results improved considerably, as a consequence, the gain varying from 15c to 18c per cwt. on the three weight ranges.

	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive
—180-220 lbs.—				—220-240 lbs.—			—240-270 lbs.—		
Regular hams	14.00	13.2	\$1.85	13.80	13.2	\$1.82	13.70	13.2	\$1.81
Picnics	5.60	9.3	.52	5.40	9.2	.50	5.30	9.0	.48
Boston butts	4.00	10.6	.42	4.00	10.1	.40	4.00	9.1	.36
Loins (blade in)	9.80	12.3	1.21	9.60	12.0	1.15	9.50	11.5	1.09
Bellies, S. P.	11.00	8.7	.98	9.70	8.5	.82	8.00	7.2	.68
Bellies, D. S.				2.00	4.7	.06	4.00	4.5	.18
Fat backs	1.00	3.5	.04	3.00	3.9	.12	4.00	4.4	.18
Plates and jowls	2.50	3.5	.09	3.00	3.5	.11	3.40	3.5	.12
Raw leaf	2.10	4.4	.09	2.20	4.4	.10	2.00	4.4	.09
P. S. lard, rend, wt.	12.40	4.5	.56	11.00	4.5	.50	10.30	4.5	.46
Spare ribs	1.60	7.0	.11	1.50	5.0	.08	1.50	4.0	.06
Trimnings	3.00	4.9	.15	2.80	4.9	.14	2.80	4.9	.14
Feet, tails, neckbones	2.00		.04	2.00		.04	2.00		.04
Offal and miscellaneous			.23			.23			.23
TOTAL YIELD AND VALUE			\$6.27	70.00		\$6.10	70.50		\$5.82
Cost of hogs per cwt.		\$5.52			\$5.56			\$5.47	
Condemnation loss		.03			.03			.03	
Handling and overhead		.69			.51			.46	
TOTAL COST PER CWT									
ALIVE		\$6.14			\$6.10			\$5.96	
TOTAL VALUE		6.27			6.10			5.82	
Loss per cwt.								.14	
Loss per hog								.36	
Profit per cwt.		.13							
Profit per hog		.26							

beef and veal increased over 2 million lbs., but pork imports were only one-ninth the previous amount.

Exports of fresh and frozen pork were 1,399,618 lbs., compared with 684,620 lbs. in April, 1939. Bacon exports trebled in volume when compared with the same month a year ago. Canned pork exported declined during April, compared with April, a year ago. Hams and shoulders exported were barely one-tenth the volume of April, 1939. During the four-month period the amount exported declined from 19,564,000 lbs. to 11,098,000 lbs. However, fresh and frozen pork during the four-month period was 5½ times as large in 1940 as in 1939, still showing the effect of Canadian shipments before restrictions were imposed.

Lard exports in April increased over one million lbs. compared with the same month a year ago, although these exports were almost 2 million lbs. under March, 1940, total.

Total beef and veal imported during four-month period in 1940 increased approximately 2½ million lbs., over a year ago, but were not half as large in April, 1940, as during April, 1939.

32,000,000-lb. Lard Purchase by FSCC

PURCHASE by the FSCC of approximately 32,000,000 lbs. of lard and 15,000,000 lbs. of salt pork for relief distribution was announced by the Department of Agriculture on May 29. The federal government had previously bought 41,600,000 lbs. of lard and pork products under the program authorized last December, bringing total purchases to date to 88,600,000 lbs.

Magnitude of the 32,000,000-lb. lard purchase is indicated by the fact that on May 1, United States storage stocks of lard, as reported by the Department of Agriculture, had reached a total of 266,352,000 lbs.

Simultaneously with announcement of this purchase, it was stated that additional purchases of smoked pork products would be made "within a few days" on offers being received by the FSCC. The Department also reported that invitation for the trade to submit further offers for sale of lard and salt pork would be issued by the FSCC "in the immediate future." The probability was expressed that additional purchases would be made on receipt of these offers.

Pork Important in Stamp Plan

Up to May 1, according to the Department of Agriculture, about \$2,500,000 worth of blue surplus stamps had been used for purchase of pork products under the food order stamp plan program. The Department stated that since December, approximately 30 per cent of all the stamps had been used by participants to buy pork and lard.

CHICAGO PROVISION MARKETS

CASH PRICES

Based on actual carlot trading Wednesday, May 26, 1940

REGULAR HAMS	
Green	*S.P.
8-10	13 1/4 @ 13 1/2
10-12	13 1/4 @ 13 1/2
12-14	13 1/4
14-16	13 1/4
16-18 range	13 1/2

BOILING HAMS	
Green	*S.P.
16-18	13 1/4
18-20	13 1/4
20-22	13 1/4
16-20 range	13 1/2
16-22 range	13 1/2

SKINNED HAMS	
Green	*S.P.
10-12	14 1/4
12-14	14 1/4
14-16	14 1/4
16-18	14 1/4
18-20	14 1/4
20-22	12 1/2
22-24	12 1/2
24-26	12 1/2
26-30	11 1/4 @ 11 1/2
25-30 up, No. 2's inc.	10 1/2 @ 11

PICNICS	
Green	*S.P.
4-6	9 1/4
6-8	9 1/4
8-10	9 1/4
10-12	9 1/4
12-14	9 1/4
8 up, No. 2's inc.	8 1/2
Short shank % @ 1/2 c over.	

BELLIES	
(Square cut seedless)	
Green	*D.C.
6-8	9 1/4
8-10	9 1/4
10-12	8 1/4
12-14	8 1/4
14-16	8 1/4
16-18	8 1/4

*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES	
18-20	6 1/4
20-25	6

D. S. BELLIES	
Clear	Rib
16-18	5 1/4 n
18-20	5 1/4
20-25	5 1/4
25-30	5 1/4
30-35	5 1/4
35-40	5 1/4
40-50	5 1/4

D. S. FAT BACKS	
6-8	4 1/4
8-10	4 1/4
10-12	5
12-14	5 1/4
14-16	5 1/4
16-18	5 1/4
18-20	5 1/4
20-25	6

OTHER D. S. MEATS	
Regular plates	6-8
Clear plates	4-6
D. S. jowl butts	4
S. P. jowls	4 1/4
Green square jowls	4 1/4
Green rough jowls	4

WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, May 25	5.17 1/2 n	4.65 ax	4.87 1/2 n
Monday, May 27	5.17 1/2 n	4.50 ax	4.87 1/2 n
Tuesday, May 28	5.07 1/2 n	4.45 n	4.75 n
Wednesday, May 29	5.10 n	4.45 ax	4.62 1/2 ax
Thursday, May 30	Holiday	no market	
Friday, May 31	5.00 n	4.35 ax	4.50 n

Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chgo.	6.50
Kettle rend., tierces, f.o.b. Chgo.	7.50
Leaf, kettle rend., tierces, f.o.b. Chgo.	7.50
Neutral, tierces, f.o.b. Chicago	7.25
Shortening, tierces, c.a.f.	9.75

Havana, Cuba Lard Price

Wednesday, May 29, 1940	
Pure lard	9.65 c

FUTURE PRICES

SATURDAY, MAY 26, 1940

	Open	High	Low	Close
LARD—				
May	5.25-22 1/2	5.30	5.17 1/2	5.12 1/2 ax
July	5.45	5.52 1/2	5.37 1/2	5.27 1/2 b
Sept.	5.45	5.52 1/2	5.45	5.47 1/2
Oct.	5.72 1/2	5.72 1/2	5.70	5.60 ax
Dec.				5.72 1/2 b
Sales: July, 18; Sept., 23; Oct., 12; Dec., 3; total, 56 sales.				
Open interest: July, 659; Sept., 1,005; Oct., 615; Dec., 81; total, 2,960 lots.				

CLEAR BELLIES—	
July	5.30 n
Sept.	6.35 n

MONDAY, MAY 27, 1940

LARD—				
May	5.12 1/2	5.35	5.25	5.12 1/2
July	5.35	5.50	5.47 1/2	5.30 ax
Sept.	5.60	5.70	5.57 1/2	5.50
Oct.	5.82 1/2	5.82 1/2	5.72 1/2	5.60 ax
Dec.				5.75
Sales: May, 2; July, 5; Sept., 30; Oct., 6; Dec., 5; total, 48 sales.				
Open interest: May, 2; July, 655; Sept., 1,596; Oct., 618; Dec., 84; total, 2,955 lots.				

CLEAR BELLIES—	
July	5.30 b
Sept.	6.35 n

TUESDAY, MAY 28, 1940

LARD—				
May	5.00	5.12 1/2	5.00	5.02 1/2 ax
July	5.20-17 1/2	5.35	5.17 1/2	5.12 1/2
Sept.	5.45	5.45	5.25	5.32 1/2
Oct.	5.47 1/2	5.60	5.45	5.42 1/2
Dec.				5.60 ax
Sales: July, 25; Sept., 51; Oct., 22; Dec., 7; total, 105 sales.				
Open interest: July, 641; Sept., 1,573; Oct., 620; Dec., 85; total, 2,919 lots.				

CLEAR BELLIES—	
July	5.32 1/2 b
Sept.	6.35 ax

WEDNESDAY, MAY 29, 1940

LARD—				
May	5.15	5.40	5.35	5.05 ax
July	5.40	5.47 1/2	5.45	5.15 ax
Sept.	5.47 1/2	5.60	5.45	5.35 ax
Oct.				5.45 ax
Dec.				5.60 ax
Sales: July, 1; Sept., 11; Oct., 3; total, 15 sales.				
Open interest: July, 640; Sept., 1,574; Oct., 620; Dec., 85; total, 2,919 lots.				

CLEAR BELLIES	
July	5.32 1/2 b
Sept.	6.35 n

THURSDAY, MAY 30, 1940

Holiday. No market.

FRIDAY, MAY 31, 1940

LARD—				
May	5.02 1/2	5.25	4.95	4.95 b
July	5.22 1/2	5.47 1/2	5.07 1/2	5.07 1/2 b
Sept.	5.40	5.47 1/2	5.27 1/2	5.27 1/2 b
Oct.	5.50	5.57 1/2	5.37 1/2	5.37 1/2 b
Dec.	5.60	5.60	5.32 1/2	5.32 1/2 b
Jan.	5.67 1/2	5.67 1/2	5.45	5.45 ax

CLEAR BELLIES—	
July	5.37 1/2
Sept.	6.45 b

PORK PRODUCTS EXPORTS

Exports of provisions from Atlantic and Gulf ports for week ended May 25, 1940, as far as segregation is available:

TOTAL EXPORTS BY PORTS*

From	Pork, Bbls.	Bacon and Lams, M lbs.	Lard, M lbs.
New York	13	0	0
New Orleans	15	917	923
Total week		911	923
Previous week		399	635
2 weeks ago		2,293	5,579
Cor. week 1939			

SUMMARY FROM NOV. 1, 1939 TO MAY 25, 1940

	1939 to 1940	1938 to 1939
Pork, M lbs.	153	55
Bacon and Hams, M lbs.	32,108	108,550
Lard, M lbs.	54,585	104,033

*Export data not available from Canadian ports.

Provisions and Lard

UP TO Wednesday night of this week, the provision market had given a rather good account of itself considering the unfavorable foreign news and the fact that hog receipts at most centers were larger than had been expected. Carlot trading prices were mostly steady to somewhat lower compared with the close of last week. Fresh pork prices held relatively steady.

LARD.—The week opened with lard prices 7 1/2 @ 12 1/2 c higher than the preceding Saturday close on packer buying influenced principally by the sharp upturn in live hogs. Easiness in grains later influenced scattered selling and the market sagged and closed unchanged to 2 1/2 c higher than the previous week's close. The downward price trend continued Tuesday, the market losing 27 1/2 @ 35 points on general commission house selling in sympathy with the weakness in allied commodity markets and adverse foreign news. Heavy receipts of live hogs and a sharp break in prices were discouraging factors.

Packer support at the decline induced a rally but this help was not sufficient to offset the effect of liberal offerings of loose lard and the day ended with losses of 15 @ 17 1/2 points for active contracts. Wednesday's market was of a pre-holiday character and volume was light. However, the market was encouraged by moderate speculative buying inspired by firmness in cottonseed oil and reduced hog marketings, closing 2 1/2 points higher for the active months.

Domestic trade was fair at New York but export trade was quiet. Prime western was quoted on Wednesday at 5.75 @ 5.80 c; middle western, 5.65 @ 5.75 c; New York City in tierces, 5 1/2 @ 5 1/4 c; tubs, 5 % @ 6 c; refined continent, 5 % @ 6 c; South America, 5 1/2 % @ 6 1/2 c and Brazil kegs, 6 @ 6 1/2 c.

CARLOT TRADING.—Demand for practically all cuts was very light during the week. Holiday demand had been satisfied previously and there were no market factors to induce buying interest. Despite the weak demand, however, prices held surprisingly steady and there was little or no disposition to offer product at lower prices. Green cuts closed the period practically unchanged compared with the close last week. Prices of cured joints and cuts were also generally steady with the close of last week. Skinned hams, all averages, were off 1/4 c for the week.

FRESH PORK.—Despite an up and down hog market the average was higher than the close last Friday. Local cutting was about normal and there was a good movement on many cuts, loins particularly. Boning weights were in quite good demand. Boston and boneless butts made a net gain of 1/4 c for the week. There was a fairly consistent demand for regular pork trimmings and the local supply was well absorbed. Extra lean trimmings were wanted in some quarters at 1/4 c up. Demand for pork was quiet and easier at New York.

MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,	
Week ended		1939	
May 29, 1940		per lb.	
Prime native steers—			
400-600	17 @ 18	18 1/4 @ 19	
600-800	17 @ 18	18 1/2 @ 19	
800-1000	17 @ 18	18 @ 19	
Good native steers—			
400-600	16 1/2 @ 17	16 @ 16 1/2	
600-800	16 @ 17	15 1/2 @ 16 1/4	
800-1000	16 @ 17	15 1/4 @ 17	
Medium steers—			
400-600	15 1/4 @ 16 1/4	14 1/4 @ 15	
600-800	15 1/4 @ 16	14 1/2 @ 15	
800-1000	15 1/4 @ 16	14 1/4 @ 16	
Heifers, good, 400-600	15 1/4 @ 16 1/4	15 @ 16	
Cows, 400-600	12 1/2 @ 13 1/4	12 @ 14	
Blind quarters, choice	21 @ 22	23	
Fore quarters, choice	12 1/2 @ 13	14	

Beef Cuts

Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	30	33
Steer loins, No. 2	27	27
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	37	41
Steer short loins, No. 2	32	30
Steer loin ends, (hips)	25	26
Steer loin ends, No. 2	24	24
Cow loins	19	20
Cow short loins	22	23
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	19	18
Steer ribs, No. 2	18	19 1/2
Cow ribs, No. 2	14	13
Cow ribs, No. 3	13	12 1/2
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	18	18
Steer rounds, No. 2	17 1/4	17 1/4
Steer chucks, prime	unquoted	unquoted
Steer chucks, No. 1	12 1/2	13
Steer chucks, No. 2	12 1/4	12 1/4
Steer chucks, No. 3	11	12
Cow chucks	8	11
Steer plates	7	11
Medium plates	7	11
Briskets, No. 1	13	16 1/2
Cow navel ends	7	8
Steer navel ends	6	9
Fore shanks	8 1/2	10
Hind shanks	7	8
Strip loins, No. 1 bbls.	55	60
Strip loins, No. 2	40	55
Sirloin butts, No. 1	29	29
Sirloin butts, No. 2	22	23
Beef tenderloins, No. 1	65	58
Beef tenderloins, No. 2	60	52
Rump butts	16	16
Flank steaks	21	21
Shoulder clods	16	17 1/2
Hanging tenderloins	17	17
Insides, green 6@8 lbs.	17 1/4	18 1/4
Outsides, green, 5@6 lbs.	16 1/2	17 1/2
Knuckles, green, 5@6 lbs.	16 1/4	18 1/4

Beef Products

Brains	6	6
Hearts	8	10
Tongues	18	20
Sweetbreads	16	17
Ox-tail	8	10
Fresh tripe, plain	10	10
Fresh tripe, H. C.	11 1/2	11 1/2
Livers	20	20
Kidneys	21	11

Veal

Choice carcass	16 @ 17	18 @ 17
Good carcass	15 @ 16	14 @ 15
Good saddles	21	20 @ 21
Good racks	12	13 @ 14
Medium racks	10 @ 11	11

Veal Products

Brains, each	8	9
Sweetbreads	35	34
Calf livers	31	45

Lamb

Choice lambs	22	19
Medium lambs	20	18
Choice saddles	24	22
Medium saddles	23	21
Choice fores	17	16
Medium fores	16	15
Lamb fries	32	32
Lamb tongues	17	17
Lamb kidneys	15	21

Mutton

Heavy sheep	10	7
Light sheep	13	9
Light saddles	12	9
Light fores	16	12
Heavy fores	16	12
Light fores	10	8 1/2
Mutton legs	18	13
Mutton loins	16	13
Mutton stew	9	13 1/4
Sheep tongues	11	11
Sheep heads, each	11	11

Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.	14	18
Picnics	10	12
Skinned shoulders	11	13
Tenderloins	28	32
Spare ribs	10	11
Back fat	6	7
Boston butts, cellar	18 1/4	14
Boneless butts, cellar	14	18
trim, 2@4	14	18
Hocks	9	10
Tails	5	10
Neck bones	4	4
Slip bones	9	11
Blade bones	9	11
Pigs' feet	4	4
Kidneys, per lb.	6	10
Brains	8	10
Ears	4	9
Snouts	4	5
Heads	6	6 1/4
Chitterlings	7 1/2	6 1/4

WHOLESALE SMOKED MEATS

Fancy regular hams, 14@16 lbs.	17 1/4 @ 18
parchment paper	18 1/4 @ 19
Fancy skinned hams, 14@16 lbs.	18 1/4 @ 19
parchment paper	18 1/4 @ 19
Standard reg. hams, 14@16 lbs. plain	16 @ 17 1/4
Picnics, 4@8 lbs., short shank, plain	13 @ 14
Picnics, 4@8 lbs., long shank, plain	11 @ 12
Fancy bacon, 6@8 lbs., plain	16 @ 17
Standard bacon, 6@8 lbs., plain	13 @ 14
No. 1 beef sear, smoked	35 @ 36
Insides, 8@12 lbs.	33 @ 34
Outsides, 5@9 lbs.	33 @ 34
Knuckles, 5@9 lbs.	32 1/4 @ 33 1/4
Cooked hams, choice, skin on, fattened	27
Cooked hams, choice, skinless, fattened	31
Cooked picnics, skin on, fattened	23
Cooked picnics, skinned, fattened	23

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$15.75
Lamb tongue, short cut, 200-lb. bbl.	65.00
Regular tripe, 200-lb. bbl.	17.25
Honeycomb tripe, 200-lb. bbl.	22.25
Pocket honeycomb tripe, 200-lb. bbl.	26.00

BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces	\$11.50
80-100 pieces	11.00
100-125 pieces	10.75
Clear plate pork, 25-35 pieces	12.00
Bean pork	12.00
Brisket pork	17.00
Plate beef	15.50
Extra plate beef	16.00

SAUSAGE MATERIALS

(Packed basis.)	
Regular pork trimmings	5 1/4
Special lean pork trimmings 85%	10 1/2 @ 11
Extra lean pork trimmings 85%	15
Pork heart, meat (trimmed)	9 1/2
Pork hearts	5 1/2 @ 6
Pork livers	6
Native boneless bull meat (heavy)	13 1/2
Boneless chucks	13 @ 13 1/2
Shank meat	11 1/2
Beef trimmings	9 1/2 @ 10
Beef cheeks (trimmed)	10 1/2 @ 11
Dressed canners 350 lbs. and up	10 1/4 @ 10 1/2
Dressed canners cows, 400-450-lb.	9 1/2
Dr. bologna bulls 600 lbs. and up	10 1/4
Pork tongues, canner trim, fresh	6

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton	21
Country style sausage, fresh in link	16 1/4
Country style sausage, fresh in bulk	14 1/4
Country style sausage, smoked	20 1/4
Frankfurters, in sheep casings	22 1/2
Frankfurters, in hog casings	21
Skinless frankfurters	20 1/4
Bologna in beef bungs, choice	16 1/4
Bologna in beef middles, choice	17
Liver sausage in beef rounds	14 1/4
Liver sausage in hog bungs	16 1/4
Smoked liver sausage in hog bungs	21 1/4
Head cheese	14 1/4
New England luncheon specialty	21
Minced luncheon specialty, choice	18 1/2
Tongue & blood	17
Blood sausage	17
Souse	16
Polish sausage	21 1/4

DRY SAUSAGE

Cervelat, choice, in hog bungs	35
Thuringer	19
Farmer	27
Holsteiner	27
B. C. salami, choice	32
Milano, salami, choice in hog bungs	30
B. C. salami, new condition	17 1/2
Franks, choice, in hog middles	30
Genoa style salami, choice	36
Pepperoni	27
Mortadella, new condition	18 1/4
Capicola	37
Italian style hams	28
Virginia hams	40 1/4

CURING MATERIALS

Nitrite of soda (Chgo. w'hole stock).	Cwt.
In 425-lb. bbls., delivered	\$ 8.75
Salt peter, less than ton lots:	
Db'l. refined granulated	7.50
Small crystals	8.50
Medium crystals	8.75
Large crystals	9.50
Db'l. rfd. gran. nitrate of soda	2.90
Salt, per ton, in minimum car of 80,000 lbs.	
only, f.o.b. Chicago, per ton:	
Granulated	7.20
Medium, dried	10.20
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	2.70
Standard gran., f.o.b. refiners (2%)	4.40
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%	4.10
Dextrose, in car lots, per cwt. (Cotton)	3.64
In paper bags	3.59

SAUSAGE CASINGS

(F. O. B. Chicago.)	
(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack	.18
Domestic rounds, 140 pack	.32
Export rounds, wide	.40
Export rounds, medium	.24
Export rounds, narrow	.30
No. 1 weasands	.05
No. 2 weasands	.08
No. 1 bungs	.12
No. 2 bungs	.08
Middles, regular	.50
Middles, select, wide, 2@2 1/4 in.	.55
Middles, select, extra, 2 1/4 in. & up	.75
Dried bladders:	
12-15 in. wide, flat	.90
10-12 in. wide, flat	.70
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25
Pork casings:	
Narrow, per 100 yds.	1.95
Narrow, special, per 100 yds.	1.85
Medium, regular	1.40
English, medium	1.25
Wide, per 100 yds.	1.10
Extra wide, per 100 yds.	.85
Export bungs	.18
Large prime bungs	.13
Medium prime bungs	.07
Small prime bungs	.08 1/4
Middles, per set	.14

SPICES

(Basis Chicago, original bbls., bags or bales.)	
Whole. Ground.	
Allspice, prime	22 24
Resifted	23 25
Chili pepper	23 23
Powder	22 22
Cloves, Amboy	28 28
Zanzibar	18 1/2 23 1/4
Ginger, Jamaica	14 18 1/4
African	9 1/2 12 1/4
Mace, Fancy Banda	63 70
East India	57 64
East & West India Blend	59
Mustard flour, fancy	25
No. 1	19
Nutmeg, fancy Banda	23 25
East India	20 24 1/4
East & West India Blend	19 1/4
Paprika, Spanish	44
Fancy Hungarian	38
No. 1 Hungarian	35 1/2
Pepper, Cayenne	35
Red No. 1	21
Black Malabar	9 1/2 13 1/4
Black Lampong	5 1/2 7 1/4
Pepper, white Singapore	9 1/4 12 1/4
Muntok	9 1/2 13
Packers	11 1/4

SEEDS AND HERBS

Ground	
Whole. for Saus.	
Caraway seed	24 30
Celery seed, French	27 36
Cominos seed	10 24
Coriander Morocco bleached	7
Coriander Morocco natural No. 1	6 1/4 8 1/4
Mustard seed fancy yellow	21
American	15
Marjoram French	30 37
Oregano	12 16
Sage, fancy Dalmatian	35 40
Dalmatian No. 1	30 38

(Continued on page 30.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

247 SOUTH LA SALLE STREET

CHICAGO, ILL.

MARKET PRICES

New York

DRESSED BEEF

City Dressed

Choice, native, heavy	17 1/2	@19
Choice, native, light	18	@19
Native, common to fair	16	@17

Western Dressed Beef

Native steers, 600@800 lbs.	18	@19
Native choice yearlings, 440@600 lbs.	17	@18
Good to choice heifers	16	@17
Good to choice cows	14	@15
Common to fair cows	13	@14
Fresh bologna bulls	13	@14

BEEF CUTS

	Western	City.
No. 1 ribs	23 @24	22 @24
No. 2 ribs	20 @21	21 @22
No. 3 ribs	19 @19	19 @20
No. 1 loins	32 @36	36 @40
No. 2 loins	26 @32	30 @35
No. 3 loins	20 @24	25 @29
No. 1 hinds and ribs	20 @21	21 @24
No. 2 hinds and ribs	18 @19	19 @21
No. 1 rounds	17 @17	17 @17
No. 2 rounds	16 @16	16 @16
No. 3 rounds	15 @15	15 @15
No. 1 chucks	15 @15	15 @15
No. 2 chucks	14 @14	14 @14
No. 3 chucks	13 @13	13 @13
City dressed bolognas	13 1/2 @14 1/2	13 1/2 @14 1/2
Rolls, reg. 4@6 lbs. av.	18 @20	18 @20
Rolls, reg. 6@8 lbs. av.	23 @25	23 @25
Tenderloins, 4@6 lbs. av.	50 @60	50 @60
Tenderloins, 5@6 lbs. av.	50 @60	50 @60
Shoulder clods	16 @18	16 @18

DRESSED VEAL

Good	16	@17
Medium	15 1/2	@16 1/2
Common	14 1/2	@15

DRESSED SHEEP AND LAMBS

Genuine spring lambs, good	21	@22 1/2
Genuine spring lambs, good to medium	20	@21
Genuine spring lambs, medium	19 1/2	@20
Winter lambs, good	19	@20
Winter lambs, good and medium	18	@19
Winter lambs, medium	17 1/2	@18
Sheep, good	10	@12
Sheep, medium	9	@10

DRESSED HOGS

Hogs, good and choice (130-140 lbs.)	9.00	@9.50
Pigs, small lots (90-110 lbs.)	10.00	@11.00
head on; leaf fat in	10.00	@11.00

FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs.	14 1/2	@15
Shoulders, Western, 10@12 lbs. av.	10 1/2	@11 1/2
Butts, regular, Western	12 1/2	@13 1/2
Hams, Western, fresh, 10@12 lbs. av.	15	@16
Picnics, Western, fresh, 6@8 lbs. av.	10	@11
Pork trimmings, extra lean	16	@17
Pork trimmings, regular, 50% lean	7	@8
Spareribs	9	@10

COOKED HAMS

Cooked hams, choice, skin on, fattened	35c
Cooked hams, choice, skinless, fattened	37c

SMOKED MEATS

Regular hams, 8@10 lbs. av.	18 1/2	@19
Regular hams, 10@12 lbs. av.	18 1/2	@19
Regular hams, 12@14 lbs. av.	18	@18 1/2
Skinned hams, 10@12 lbs. av.	19 1/2	@20 1/2
Skinned hams, 12@14 lbs. av.	19 1/2	@20 1/2
Skinned hams, 16@18 lbs. av.	19	@19 1/2
Skinned hams, 18@20 lbs. av.	18	@19
Picnics, 4@6 lbs. av.	14	@15
Picnics, 6@8 lbs. av.	13 1/2	@14 1/2
City pickled bellies, 8@12 lbs. av.	14	@15
Bacon, boneless, Western	16 1/2	@17 1/2
Bacon, boneless, city	16	@17
Rollettes, 8@10 lbs. av.	17	@18
Beef tongue, light	22	@23
Beef tongue, heavy	23	@24

FANCY MEATS

Fresh steer tongues untrimmed	16c	a pound
Fresh steer tongues, l. c. trimmed	28c	a pound
Sweetbreads, beef	30c	a pound
Sweetbreads, veal	70c	a pair
Beef kidneys	12c	a pound
Mutton kidneys	4c	each
Livers, beef	20c	a pound
Oxtails	16c	a pound
Beef hanging tenders	30c	a pound
Lamb fries	12c	a pair

BUTCHERS' FAT

Shop Fat	\$1.00	per cwt.
Breast Fat	1.50	per cwt.
Edible Suet	2.50	per cwt.
Inedible Suet	2.00	per cwt.

GREEN CALFSKINS

Prime No. 1 veals	3.70
Prime No. 2 veals	3.30
Buttermilk No. 1	2.20
Buttermilk No. 2	2.05
Branded gruby	1.30
Number 3	1.35

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on May 28, 1940:

	CHICAGO	BOSTON	NEW YORK	PHILA.
Fresh Beef:				
STEER, Choice¹:				
400-500 lbs.	\$16.00@17.00		\$17.00@18.00	\$17.50@18.00
500-600 lbs.	16.00@17.00		17.00@18.00	17.00@18.00
600-700 lbs.	16.00@17.00	\$16.50@17.50	17.00@18.00	17.00@18.00
700-800 lbs.	16.00@17.00	16.50@17.50		
STEER, Good¹:				
400-500 lbs.	14.50@16.00		15.50@17.00	15.50@17.00
500-600 lbs.	14.50@16.00		15.50@17.00	15.50@17.00
600-700 lbs.	14.50@16.00	15.50@16.50	15.50@17.00	15.50@17.00
700-800 lbs.	14.50@16.00	15.50@16.50		
STEER, Commercial¹:				
400-600 lbs.	13.50@14.50		14.50@15.50	14.50@15.50
600-700 lbs.	13.50@14.50	14.50@15.50	14.50@15.50	14.50@15.50
STEER, Utility¹:				
400-600 lbs.	13.00@13.50			
COW (all weights):				
Commercial	12.50@13.50			
Utility	11.50@12.50	12.50@13.50	13.00@14.00	13.00@13.50
Cutter	10.50@11.50	12.00@12.50	12.00@13.00	12.00@13.00
Canner	10.00@10.50			
Fresh Veal and Calf:				
VEAL (all weights)²:				
Choice	16.00@17.00	16.00@17.00	15.50@17.00	16.00@17.00
Good	14.50@16.00	14.00@16.00	14.00@15.50	15.00@16.00
Medium	13.00@14.50	12.50@14.00	13.50@14.00	13.00@15.00
Common	12.00@13.00	11.50@12.50	11.50@12.50	12.00@13.00
Fresh Lamb and Mutton:				
SPRING LAMB (all weights):				
Choice	21.00@23.00	21.00@23.00	21.00@23.00	22.00@23.00
Good	19.00@21.00	20.00@22.00	20.00@22.00	20.00@22.00
Medium	16.50@19.00	18.00@21.00	17.50@20.00	18.00@20.00
Common	14.00@16.50	16.00@18.00	15.00@17.50	16.00@18.00
LAMB, Choice:				
38 lbs. down				
39-45 lbs.				
46-55 lbs.				
LAMB, Good:				
38 lbs. down	18.00@19.00			
39-45 lbs.	17.00@18.00	18.00@19.00	18.00@19.00	18.00@19.00
46-55 lbs.	16.00@17.00	17.00@18.00	17.50@18.50	17.50@18.50
LAMB, Medium:				
All weights	14.00@16.00	15.00@17.00	15.00@17.50	16.00@17.50
LAMB, Common:				
All weights	13.00@14.00	14.00@15.50	13.00@15.00	15.00@16.00
MUTTON (Ewe) 70 lbs. down:				
Good	8.50@9.50	9.00@10.00	8.50@9.50	9.00@10.00
Medium	7.50@8.50	8.00@9.00	7.50@8.50	8.00@9.00
Common	6.00@7.50	6.50@8.00	6.50@7.50	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.	13.00@14.00	14.00@15.00	14.00@15.00	13.00@14.50
10-12 lbs.	12.50@13.50	14.00@15.00	14.00@15.00	13.00@14.50
12-15 lbs.	12.00@13.00	13.50@14.50	13.00@14.00	12.50@14.00
16-22 lbs.	11.00@12.00	12.50@13.50		12.00@13.00
SHOULDERS, Skinned N. Y. Style:				
8-12 lbs.	9.50@10.00		10.50@11.50	10.00@11.00
PICNICS:				
6-8 lbs.	9.50@10.00	11.50@12.50		
BUTTS, Boston Style:				
4-8 lbs.	11.50@12.00		12.50@13.50	11.50@12.50
SPARE RIBS:				
Half sheets	8.00@9.00			
TRIMMINGS:				
Regular	5.00@5.50			

¹Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. ²"Skin on" at New York and Chicago.

BEEF SPECIFICATION MANUAL

A new beef specification manual has been published by the American Restaurant Institute, Chicago, to aid restaurant owners and prospective beef buyers to become more familiar with the various beef cuts and terminology of the meat industry.

Written by George L. Wenzel and Sam Mallick, directors of the institute, the manual discusses the official U. S.

and packers' beef grades, Chicago and New York beef specifications, beef bone structure and cutting styles in various cities.

Profusely illustrated and containing numerous charts, the manual has 50 pages. Copies can be obtained from the restaurant Institute at a cost of \$1.

See Classified page for good men.

Tallow Easy; Greases Quiet and Steady on War News

Producers uneasy over general commodity price developments; keep watchful eye on lard—Tallow slips to new lows for current downturn—By-products sink lower on light trading.

TALLOW.—The tallow market developed further weakness at New York this week, with trading moderately active and the turnover estimated at about 500,000 lbs. Prices were down $\frac{1}{8}$ c and at new lows for the current downturn. Producers continued to display some uneasiness over the general price development in commodities on account of the war news, and particularly the action in lard, with loose lard at Chicago offered at 4.45c. Dealers at New York paid $\frac{1}{4}$ c for June extra tallow delivered, while large Cincinnati soapers were reported to have paid $\frac{1}{4}$ c for tallow for July-August delivery.

Soapers' demand for nearby stuff was poor, and it looked as if the demands for later delivery, at least temporarily, were limited to scale down buying price-wise. Offerings were moderate; only the ordinary routine local make appeared to be pressing on the market. Tallow prices were very susceptible to declines in lard, but displayed no rallying power when lard rallied. The tallow trade is watching Washington closely.

At New York, edible was quoted at $\frac{1}{2}$ c nominal; extra, $\frac{1}{4}$ c delivered, and special, $\frac{1}{4}$ c nominal.

Tallow market at Chicago this week was devoid of any spectacular developments, characterized by dullness and a particular lack of interest for nearby material. With lard showing additional weakness early in the week, and with the general commodity price situation extremely unsettled over war developments abroad, tallow trade was mostly light and scattered on light offerings and narrow demand. The price trend was easier. A few tanks of prime tallow were reported Wednesday at $\frac{1}{4}$ c, Chicago, prompt, and $\frac{1}{4}$ c, Cincinnati, for July delivery; a few tanks sold late last week at $\frac{1}{4}$ c, Cincinnati, June, with a little prime reported selling the same basis for July. By Tuesday, buyers were bidding $\frac{1}{4}$ c, Cincinnati, for prime for July delivery. Special tallow sold at $\frac{1}{4}$ c, Cincinnati, July, on Wednesday, and 4c at St. Louis, about $\frac{1}{8}$ c under sales earlier in week. Wednesday's prices at Chicago were:

Edible tallow	4 $\frac{1}{2}$ c @ $\frac{1}{4}$ c
Fancy tallow	4 $\frac{1}{2}$ c @ $\frac{1}{4}$ c
Prime packers	4 $\frac{1}{2}$ c @ $\frac{1}{4}$ c
Special tallow	4 @ $\frac{1}{4}$ c
No. 1 tallow	3 $\frac{1}{2}$ c @ $\frac{1}{4}$ c

STEARINE.—Demand was quiet at New York but there was no pressure of offerings, while interest was purely routine. Prices were unchanged, with oleo quoted 5 $\frac{1}{2}$ c @ 6c.

At Chicago, demand was quiet and the market easier. Prime was $\frac{1}{2}$ c.

OLEO OILS.—Dull but steady conditions prevailed at New York, with prices unchanged. Extra was quoted at 7c; prime, 6 $\frac{1}{2}$ c and lower grades, 6 $\frac{1}{4}$ c @ $\frac{1}{2}$ c.

At Chicago, trade was quiet but prices steady. Extra was still 7c.

GREASE OIL.—The market at New York was inactive but steady. Trade was routine; offerings were light and firmly held. No. 1 was quoted at 8c; No. 2, 7 $\frac{1}{2}$ c; extra, 8 $\frac{1}{2}$ c; extra No. 1, 8 $\frac{1}{2}$ c; winter strained, 8 $\frac{1}{2}$ c; prime burning, 9 $\frac{1}{4}$ c and prime inedible, 8 $\frac{1}{2}$ c.

Grease oil quotations at Chicago were as follows: No. 1, 7 $\frac{1}{2}$ c; No. 2, 7 $\frac{1}{4}$ c; extra, 7 $\frac{1}{2}$ c; extra No. 1, 7 $\frac{1}{2}$ c; extra winter strained, 8c; special No. 1, 7 $\frac{1}{2}$ c; prime burning, 8 $\frac{1}{2}$ c; and prime inedible, 8 $\frac{1}{2}$ c. Acidless tallow oil was 7 $\frac{1}{2}$ c.

(See page 35 for later markets.)

NEATSFOOT OIL.—Demand was slow at New York, but prices were firmly held. Cold test was quoted at 16 $\frac{1}{2}$ c; extra, 8 $\frac{1}{4}$ c; No. 1, 8c; prime, 8 $\frac{1}{2}$ c; and pure, 12 $\frac{1}{2}$ c.

Neatsfoot oil quotations at Chicago were: Cold test, 16 $\frac{1}{2}$ c; extra, 7 $\frac{1}{2}$ c; No. 1, 7 $\frac{1}{2}$ c; prime, 8c, and pure, 11 $\frac{1}{2}$ c.

GREASES.—The grease market at New York was quiet and steady, with no evidence of any particular business passing. Buyers were inclined to back away, owing to lower tallow and lard, with a disposition to await lard developments in Washington, but apparently there was no weakly held grease hanging over the market, as producers maintained their ideas at unchanged prices from the previous week.

At New York, choice white was quoted at 4 $\frac{1}{2}$ c @ $\frac{1}{4}$ c; yellow and house, 3 $\frac{1}{2}$ c @ $\frac{1}{4}$ c; and brown, 3 $\frac{1}{2}$ c @ $\frac{3}{4}$ c.

Although the grease market at Chicago this week seemed a little more resistant to the weakening tendency of general commodity price trends than did tallow, trade was on the whole rather dull and limited. The eyes of the trade have been focused largely on lard, which showed new weakness early in week but was expected to react favorably to large FSCC buying announced later. White grease sold on Wednesday at $\frac{1}{4}$ c, Cincinnati, and was nominally quoted at Chicago $\frac{1}{8}$ c lower. Yellow grease was offered Wednesday at 3 $\frac{1}{2}$ c, Chicago, with no interest shown; at first of week, this commodity was offered at 4c, Chicago, while buyers' ideas were expressed in bids of 3 $\frac{1}{2}$ c. Quotations on Wednesday at Chicago were:

Choice white grease	4 $\frac{1}{2}$ c @ $\frac{1}{4}$ c
A-white grease	@ $\frac{1}{4}$ c
B-white grease	3 $\frac{1}{2}$ c @ $\frac{1}{4}$ c
Yellow grease, 10-15 f.f.a.	@ 3 $\frac{1}{2}$ c
Yellow grease, 16-20 f.f.a.	@ 3 $\frac{1}{2}$ c
Brown grease	3 $\frac{1}{2}$ c @ $\frac{3}{4}$ c

BY-PRODUCTS MARKETS

Chicago, May 29, 1940.

Sharply lower trend in by-products; situation confused by latest war developments. Buyers and sellers inclined to look on temporarily.

Blood

Blood much lower; sales reported at price quoted by midweek. Trading very light.

	Unit	Ammonia
Unground	\$2.25

Digester Feed Tankage Materials

Lower quotations on digester feed tankage materials. Sales of 11-12% tankage reported in \$2.25@2.50 range.

Unground, 11 to 12% ammonia	.....	\$2.25@2.50
Unground, 6 to 10%, choice quality	.....	2.75@3.00
Liquid stick	.....	1.25@1.50

Packinghouse Feeds

Slump of \$2.50 in 60% digester tankage and 50% meat and bone scraps. Supplies reported low in this market.

	Carlots, Per ton
60% digester tankage	.....\$45.00
50% meat and bone scraps	.....45.00
Blood meal	.....60.00
Special steam bone-meal	.....45.00

Bone Meals (Fertilizer Grades)

Market quiet and unchanged.

	Per ton
Steam, ground, 3 & 50	.....\$32.00
Steam, ground, 2 & 26	.....32.00

Fertilizer Materials

The 10-11% tankage nominally quoted as shown; market easier.

	Per ton
High grade tankage, ground	.....\$ 2.25 & 10c
Bone tankage, unground, per ton	.....18.00@20.00
Hoof meal	.....2.25@2.35

Dry Rendered Tankage

Cracklings ranging approximately 10c below last week. Some trading reported at prices quoted.

	Per ton
Hard pressed and expeller unground, up to 48% protein (low test)	.....\$57.15 @ .60
above 48% protein (high test)	......50 @ .52
Soft pressed pork, ac. grease and quality, ton	.....35.00@40.00
Soft pressed beef, ac. grease and quality, ton	.....30.00@35.00

Gelatine and Glue Stocks

Market unchanged from last week.

	Per ton
Calf trimmings	.....\$ 20.00
Sinews, plazles	.....18.00
Cattle jaws, skulls and knuckles	.....35.00
Hide trimmings	.....13.00@14.00
Pig skin scraps and trim, per lb., l.c.l.	.....3 $\frac{1}{2}$

Bones and Hoofs

Bones and hoofs about steady at last quoted prices.

	Per ton
Round shins, heavy	.....\$55.00@57.50
light	.....47.50@52.50
Flat shins, heavy	.....45.00@47.50
light	.....40.00@42.50
Blades, buttocks, shoulders & thighs	.....40.00@42.50
Hoofs, white	.....55.00
Hoofs, house run, unassorted	.....25.00
Junk bones	.....22.50@25.00

Animal Hair

Prices reported at last week's levels.

Winter coil dried, per ton	.....\$30.00@35.00
Summer coil dried, per ton	.....22.50@25.00
Winter processed, black, lb.	.....6 $\frac{1}{2}$ c @ 7c
Winter processed, gray, lb.	.....5 $\frac{1}{2}$ c @ 6c
Summer processed, gray, lb.	.....3 @ 3 $\frac{1}{2}$ c
Cattle switches	.....2 $\frac{1}{2}$ c @ 3c

FERTILIZER PRICES

BASIS NEW YORK DELIVERY

Ammoniates

Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports.....	\$28.00
Blood, dried, 16% per unit.....	2.65
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	3.50 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	57.00
June shipment.....	55.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A. f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton: bulk, ex-vessel Atlantic and Gulf ports.....	27.00
in 200-lb. bags.....	29.30
in 100-lb. bags.....	29.00
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	2.50 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.50 & 10c

Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$32.50
Bone meal, raw, 4½% and 30%, in bags, per ton, c.i.f.....	30.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	8.50

Dry Rendered Tankage

50/55% protein, unground.....	57½c
60% protein, unground.....	57½c

SOYBEAN GRADING BILL

A soybean grading bill, under which the Grain Standards Act would be amended to include soybeans, has passed the House and is now before the Senate Committee on Agriculture. A large part of the soybean crop, it is understood, is already being graded by licensed grain inspectors on a voluntary basis, since it is not now required by law. All but one or two of the major soybean markets, according to *The Cotton and Cotton Oil Press*, are now using this inspection service, under which soybeans are graded by the official U. S. standards.

EASTERN FERTILIZER MARKETS

New York, May 29, 1940.

Most of the markets turned downward the past week and cracklings sold at 57½c, f.o.b. New York, and South American cracklings were reported sold as low as 50c. Blood and tankage were moving very slowly and the market looks lower at the moment.

Additional sales of fish scrap were made at Chesapeake Bay on an "if and when made" basis. Interest is centered in the fertilizer convention which begins on June 3 at White Sulphur Springs, West Virginia.

TALLOW FUTURE TRADING

Mon., May 27.—Close: All options 4.30 nom; no sales.

Tues., May 28.—Close: All options 4.30 nom; no sales.

Wed., May 29.—Close: All options 4.30 nom; no sales.

Thurs., May 30.—Holiday. No market.

Friday, May 31.—Close: All options 4.20 nom.; no sales.

Oil Futures Back and Fill; Trade is Moderate, Erratic

Anticipated government aid in surplus fat removal and adverse war developments exert conflicting effects—Cotton oil in well liquidated position—Consumers buying on hand-to-mouth basis.

COTTONSEED oil futures at New York backed and filled in a more moderate trade the past week, at no time getting down to the previous week's lows, which were the low point of the season. The market had considerable difficulty, however, in holding the rallies. At times prices moved up rather easily, with a better technical position apparent, and under buying and covering, stimulated by Washington political efforts to lift surplus edible fats off the market. However, the adverse character of the war developments, as far as the Allies were concerned, made for nervousness among speculative holders and brought about liquidation and selling, and sharp setbacks. At midweek, the market was not much above the season's low levels.

There was some selling of cottonseed oil futures, said to have been hedging other commodities—presumably lard. The lard market had difficulty in holding the swells, notwithstanding the Washington efforts; and with lard ruling about 1c per lb. under cottonseed oil, new speculative buying in oil of volume was lacking. The market's activity was limited and many operators were on the sidelines awaiting developments in Washington as well as in Europe.

Consumers appeared to be buying only as required; trade was on a hand-to-mouth scale. Estimates on May cottonseed oil consumption are running from 225,000 to 250,000 bbls. This compares with approximately 258,000 bbls. in April and 251,000 bbls. in May, 1939.

COCONUT OIL.—With buyers withdrawn, the tone of the market was none too steady, but there was no particular pressure of offerings. At New York, bulk oil was quoted at 2½c; Pacific coast bulk was quoted at 2½c.

CORN OIL.—Sellers lowered their

ideas ¼c to 5½c because of competition of cottonseed oil, but buyers of corn oil were interested only at the 5½c level.

SOYBEAN OIL.—An easier tone developed along with the action in competitive oils. Nearby soybean oil was said to have traded at 4½c, off ½c from the previous week, while new crop oil was offered at 4½c without uncovering buyers. Refined soybean oil was fairly active at New York at around 6¼c.

PALM OIL.—Nigre oil was quiet at New York at 2½c for bulk for shipment. Sumatra offerings were lacking due to exchange difficulties; but with the Dutch East Indies guildler pegged now at 53½c, resumption of business is looked for.

PALM KERNEL OIL.—Nominal.

OLIVE OIL FOOTS.—At New York, foots were nominally 7½c for tanks.

PEANUT OIL.—Market was nominally quoted at 5½@5¾c at New York.

COTTONSEED OIL.—Valley and Southeast crude were quoted Wednesday at 5@5½c nominal; Texas, 4½c nominal at common points; and Dallas, 5c nominal.

Futures market transactions for the week at New York were:

FRIDAY, MAY 24, 1940

Sales	Range		Closing Bid	Closing Asked
	High	Low		
June .....	...	...	600	nom
July	9	603	595	607
August .....	...	...	606	nom
September	37	612	600	609
October	17	614	602	612
November .....	...	...	612	nom
December	7	616	610	620
January .....	...	...	619	623

Sales 90 contracts.

SATURDAY, MAY 25, 1940

June .....	...	...	610	nom
July .....	...	...	608	615
August .....	...	...	612	nom
September	7	612	608	616
October .....	...	...	618	621
November .....	...	...	618	nom
December	1	615	613	627
January .....	...	...	623	629

Sales 8 contracts.

MONDAY, MAY 27, 1940

June .....	...	...	610	nom
July	37	620	609	612
August .....	...	...	613	nom
September	18	628	615	617
October	25	628	620	620 trad
November .....	...	...	619	nom
December	13	627	624	623
January	13	634	623	626

Sales 106 contracts.

TUESDAY, MAY 28, 1940

June .....	...	...	600	nom
July	36	600	592	602
August .....	...	...	603	nom
September	30	605	598	604
October	13	605	600	606 trad
November .....	...	...	606	nom
December	24	610	603	610
January .....	...	...	613	615

Sales 103 contracts.

WEDNESDAY, MAY 29, 1940

July	6	610	605	605
September	13	610	609	609
October	3	612	612	611
December	12	619	614	618
January	2	619	615	618

THURSDAY, MAY 30, 1940

Holiday No market.

(See page 35 for later markets.)

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt.....	5 @5½
White deodorized, in bbls., f.o.b. Chgo.....	6½ @6¾
Yellow, deodorized.....	6½ @6¾
Soup stock, 50% f.f.a., f.o.b. consuming points.....	1½ @1¼
Soybean oil, f.o.b. mills.....	4½ @4¾
Corn oil, in tanks, f.o.b. mills.....	5½ @5¾
Coconut oil, sellers' tanks, f.o.b. coast.....	2½ @2¾
Refined coconut, bbls., f.o.b. Chicago.....	8 @8¼

OLEOMARGARINE

F. O. B. CHICAGO

White domestic vegetable.....	15
White animal fat.....	12
Water churned pastry.....	12½
Milk churned pastry.....	13½
White "nut" type.....	8½

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HIDES AND SKINS

Light trade in packer hides, market showing easy tone following another decline in futures on news of Belgian defeat—Steer market not yet established—Packer calfskins move 3c lower; kips 2@2½c off.

Chicago

PACKER HIDES.—Only slight progress has been made so far this week in re-establishing the packer hide market, due partly to the interruption occasioned by the holiday and partly to another sinking spell in hide futures early in the week. Total reported sales so far are around 15,000 hides, with trading of an inconclusive character. Extreme light native steers sold off a half-cent, and branded cows moved at a quarter-cent off from last week; northern light cows sold at a half-cent under price paid last week for River points; a few heavy native cows moved at 2½c, and bulls at 2c under the prices prevailing two weeks ago. Steer trading was not of sufficient volume to establish prices.

Another sharp break in hide futures occurred at the opening on Tuesday on general liquidation in all security and commodity markets following news of the Belgian defeat. Futures broke 76@101 points, the nearby showing most decline, but recovered a good part of the loss the same day and are currently only 2@5 points under last Friday's close. The delayed closing out of a considerable open interest in the June delivery helped to contribute to the weakness of the market.

Tanner buyers have acquired an enormous quantity of cheap re-sale hides during the past couple weeks, as exchange operators bought in their hedges against sales of the actual hides at the decline. Most of the re-sale offerings dated Feb. into April, although some ran back to earlier dating; packers are depending upon the usual broadening demand at this season for the better quality fresh hides now coming to rebuild the price structure of the spot market.

Native steers of May take-off are offered at 10½c. One packer sold 3,000 May extreme light native steers at 11½c, or ½c off. Butt branded steers have been offered at 10½c, and Colorados are generally held at 10c; however, one packer sold a car May Colorados at 9½c. Heavy Texas steers have been held at 10½c; light Texas steers are being quoted around 9½c nom.; extreme light Texas steers around 10½c nom.

One packer sold 1,200 Apr.-May heavy native cows at 10c. One lot of 2,300 May northern point light native cows sold at 10½c, as against 11c paid for 2,600 more May River points at end of last week; another packer sold couple cars of light cows at 10½c, f.o.b. Indiana point. There has been a good in-

quiry for River point light cows but market sold up. One packer sold 2,300 May branded cows at 10½c, or ¼c off; others generally ask 10½c.

The Association sold 750 May bulls early this week at 7½c for native and 6½c for branded bulls.

Withdrawals from Exchange warehouses have increased sharply as a result of the recent re-sale trading and 35,610 hides were withdrawn during the first 28 days of May, as against 18,966 during same period in April.

OUTSIDE SMALL PACKER HIDES.

—Market on outside small packer all-weight natives is quoted nominally 9c, selected, Chgo. freight basis, brands ½c less; no trading of consequence has come to light so far this week but 9c is reported best price obtainable for usual run of stock around 49 lb. avge., although probably very few hides obtainable at less, and some quote up to 9½c nom. for lighter average stock. Some 48 lb. May hides offered at 10½c drew no bids.

PACIFIC COAST.—Trading is awaited to define prices in the Coast market on Apr.-May take-off, with the bulk of production for those months still apparently held.

FOREIGN WET SALTED HIDES.

Active trading in the South American market established prices for standard and reject steers at levels 1½c below those prevailing couple weeks back prior to the severe break in the futures market. A total of 28,500 Argentine frigorifico steers sold to the United Kingdom at 70 pesos, equal to 10½c, c.i.f. New York, as against 80 pesos or 12½c paid two weeks back; 11,000 reject steers also moved to the United Kingdom at a price equal to 9½c, as against 74 pesos or 11½c last previously paid. The decline in this market appears less drastic than in our domestic market, despite the fact that South American hides are getting into winter quality.

COUNTRY HIDES.—Trading is difficult in the country market, as holders are slow to accept the sharply lower prices obtainable and show a disposition to wait out the market. Untrimmed all-weights can be bought around 8¼@8½c, selected, with buyers talking 7½c flat, trimmed. Heavy steers and cows are nominal around 6½@7c, with no demand. Buff weights quoted 8½@8¾c, selected, trimmed, with 8½c obtainable. Trimmed extremes are scarce and quoted around 11c, selected, but no sales reported this basis, buyers talking ¼@½c less. Bulls quoted around 5c flat; glues listed 6@6½c nom. All-weight branded hides quoted around 7@7½c flat.

CALFSKINS.—Trading in packer calfskins established the market at prices 3c under last actual sales, or 3½@4c under last bids prior to the recent stoppage of trading. Late last week, one packer sold 6,000 Milwaukee

all-weight packer calf at 20c. Early this week one packer sold 5,000 and another 3,800 May light calf under 9½ lb. at 19c. Later, another packer sold a car May light calf also at 19c, and a car May northern heavy calf 9½/15 lb. at 25½c, after declining earlier bids of 25c. River point heavies are quotable at 24c nom.

Chicago city calfskins are available at 18c for 8/10 lb. and 22c for 10/15 lb., as against last actual trading prices of 20½c and 24½c respectively; while no bids were reported, some buyers are talking around a cent under the asked prices. There is buying interest in country calf around 12½c but offerings reported scarce. Car Chicago city light calf and deacons is being offered at \$1.30, with bid of \$1.25 reported; last trading had been at \$1.37½.

KIPSKINS.—Trading opened in packer May kipskins at prices 2½c down for natives and over-weights and 2c down on branded kips from the prices paid a month back. One packer sold 2,000 May northern natives at 20c, and 1,000 May northern over-weights at 19c; another sold 4,000 May native kips at 20c for northern and 19c for southern, and also 700 May brands at 17c; third packer sold 7,000 all southern kips, at 19c for natives, 18c for over-weights and 17c for brands.

Chicago city kipskins are quoted nominally around 17½c, or 2c under last trading price; offerings awaited to establish market. There is buying interest in country kips around 11½@12c flat but no offerings coming out.

Trading is awaited on packer May regular slunks; Aprils last sold a month back at \$1.10.

HORSEHIDES.—Trade is light on horsehides but buyers report sales of good city renderers, with manes and tails, at \$4.75, selected, f.o.b. nearby shipping points; ordinary trimmed renderers quoted \$4.50@4.65, del'd Chgo.; mixed city and country lots quoted \$4.00@4.35, Chgo., depending upon percentage of cities.

SHEEPSKINS.—Dry pelts are quiet, with 13c, del'd Chgo., bid and sellers talking around 15c. Some packers were well sold ahead on shearlings at \$1.35, 90c and 45c for the three grades prior to the recent difficulties; however, there were sales in a good way in other directions this week and the market is generally quoted \$1.20 for No. 1's, 70c for No. 2's and 40c for No. 3's, with these prices paid and bid, and packers have higher ideas on next offerings. Small packer shearlings quoted around 70@75c, 40@45c, and 25@30c for the three grades. Pickled skins are quiet, with California spring lambs offered at \$5.75 per doz. and buyers talking lower without bidding. California spring lamb pelts quoted around \$1.40@1.45 per cwt. live basis, with native lambs around \$1.30@1.35 per cwt. pending trading.

New York

PACKER HIDES.—The New York packers hold their May production intact, and also a good part of April pro-

duction of branded steers. No trading has come to light so far this week, pending establishment of the steer market in the West.

CALFSKINS.—Trading by collectors established declines in light calfskins in line with the western market. Collectors sold 4,000 of the 4-5's at \$1.15, and 10,000 of the 5-7's at \$1.35, declines of 22½¢ and 27½¢ for the two weights; 7-9's are nominal around \$2.35@2.40, and 9-12's around \$3.50@3.55. Packers sold 6,000 of the 9-12's at \$3.80, a decline of 25¢ from last prior sale.

NEW YORK HIDE FUTURES

Saturday, May 25.—Close: June 9.92; Sept. 10.24@10.25; Dec. 10.48; Mar. 10.73; June (1941) 10.97 n; 119 lots; 27@37 higher.

Monday, May 27.—Close: June 9.81@9.87; Sept. 10.06@10.10; Dec. 10.34 n; Mar. 10.58 n; June (1941) 10.82 n; 284 lots; 11@18 lower.

Tuesday, May 28.—Close: June 9.50@9.60; Sept. 9.74; Dec. 9.95@10.00; Mar. 10.18 n; June (1941) 10.41 n; 252 lots; 31@41 lower.

Wednesday, May 29.—Close: June 9.61@9.67; Sept. 9.86@9.87; Dec. 10.10; Mar. 10.36 n; June (1941) 10.61 n; 78 lots; 11@20 higher.

Thursday, May 30.—Holiday.

Friday, May 31.—Close: June 9.85@9.95; Sept. 10.02@10.05; Dec. 10.28 n; Mar. 10.51 n; June (1941) 10.75 n; 122 sales; 14@24 higher.

MEAT IMPORTS AT NEW YORK

Imports for the period May 16 to May 22, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Argentina	Canned corned beef	195,000
Australia	Beef extract in tins	112
Brazil	Canned corned beef	388,000
Canada	Fresh chilled pork bellies	4,832
	—Fresh chilled ham	18,368
	—Fresh frozen ham	21,024
	—Fresh pork shoulders	2,381
	—Fresh pork trimmings	1,500
	—Fresh pork ham	5,943
	—Fresh pork bellies	1,023
	—Fresh blade pork	300
	—Fresh chilled pork tenderloins	420
	—Fresh chilled calf livers	3,000
	—Fresh chilled beef livers	197
	—Smoked ham	13
	—Smoked bacon	2,003
Cuba	100 beef carcasses	51,903
	—Fresh frozen beef tenderloins	893
France	Liverpaste in tins	1,837
Holland	Canned cooked ham	40,002
	—Smoked ham	76
	—Smoked boneless ham	14,081
	—Cooked sausage	111
	—Smoked sausage	2,128
	—Liverpaste in tins	38
	—Cooked sausage in tins	1,006
Hungary	Canned cooked picnic	13,924
	—Canned cooked ham	48,131
Irish Free State	Smoked bacon	3,054
Italy	Smoked sausage	7,069
	—Smoked boneless ham	720
Norway	Liverpaste in tins	245
Paraguay	Canned corned beef	80,100
	—Canned roast beef	11,700
	—Beef extract in tins	18,739
Switzerland	Bouillon cubes in tins	0,400
Uruguay	Canned corned beef	623,000

CHICAGO HIDE FUTURES

Futures inactive, no open interest.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING

Provisions

Hog products were barely steady during the latter part of the week. FSOC purchases of lard and salt pork made for small upturns but fears of Italy entering the war on Germany's side checked rises.

Cottonseed Oil

Cotton oil was about steady, awaiting developments in lard and in Europe. Trade was small and featureless. Cash trade was quiet. Southeast and Valley crude, 5.00@5.12½¢; Texas, 4.87½¢@4.95¢ b. Refiners lowered shortening prices today ¼¢ to 9¢ and winter cottonseed oil in drums ¼¢ to 8½¢, New York.

Quotations on bleachable cottonseed oil at close of market on Friday were: July 5.96@5.98; Sept. 6.00; Oct. 6.00@6.03; Dec. 6.04@6.07; Jan. 6.07@6.10; 90 lots; closing easy.

Tallow

New York extra tallow was quoted at 4½¢ lb.

Stearine

Stearine was quoted 5½¢ lb.

Friday's Lard Markets

New York, May 31, 1940.—Prices are for export. Lard, prime western, 5.75@5.85¢; middle western, 5.65@5.75¢; city, 5½¢@5½¢; refined continent, 5½¢@5½¢; South American, 5½¢@6¢; Brazil kegs, 6@6½¢; shortening, 9¢.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended May 25, 1940, were 5,395,000 lbs.; previous week 5,715,000 lbs.; same week last year, 5,357,000 lbs.; Jan. 1 to date, 114,811,000 lbs.; same period last year, 104,829,000.

Shipments of hides from Chicago for week ended May 25, 1940, were 7,122,000 lbs.; previous week 4,856,000 lbs.; same week last year 7,642,000 lbs.; Jan. 1 to date, 98,361,000 lbs.; same period last year, 95,317,000 lbs.

RESTAURANT SHOW EXHIBITS

Armour and Company, Swift & Company, New City Packing & Provision Co. and Pfaltzer Bros. are among the meat packers who will participate as exhibitors in the 1940 National Restaurant Mart, to be held in conjunction with the twenty-second annual convention of the National Restaurant Association in Chicago from October 7 to 11.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 31, 1940 with comparisons:

	PACKER HIDES	Week ended May 31	Prev. week	Cor. week, 1939
Hvy. nat. str.	@10½ax	@10½n	@11	
Hvy. Tex.				
stra.	10½@10½	@10½n	@11	
Hvy. butt brad'd	10½@10½	@10½n	@11	
Hvy. Col. str.	9½@10	@10n	@10½	
Ex-light Tex.				
stra.	10½n 10½@11n	@10½	@10½	
Brad'd cows.	10½@10½	@10½	@10½	
Hvy. nat. cows.	@10	@10½n	@10½	
Lt. nat. cows.	10½@11	@11	@11	
Nat. bulls.	@7½	@8n	@8	
Brad'd bulls.	@6½	@7n	@7	
Calfskins	22½@22½	22½@22½	18@20n	
Kips, nat.	@20	@22½n	14@15n	
Kips, ov-wt.	@19	@21½n	13@14n	
Kips, brad'd.	@17	@19n	11½@12½	
Slunks, reg.	@1.10n	@1.10n	@80	
Slunks, hris.	@55n	@55n	@40	

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	9 @ 9½n	9 @ 10n	9½@10
Brad'd cows.	8½@9n	8½@9½n	9 @ 9½
Nat. bulls.	6½@7n	7 @ 7½n	6½@7
Brad'd bulls.	5½@6n	6 @ 6½n	6½@6½
Calfskins	18 @ 22ax	20½@24n	15 @ 17½
Kips	@17½n	@19½n	@13½
Slunks, reg.	@1.00	@1.00n	70 @ 75n
Slunks, hris.	@50n	45 @ 50n	30 @ 35n

COUNTRY HIDES

Hvy. steers	6½@7n	@7n	7 @ 7½
Hvy. cows	6½@7n	@7n	7 @ 7½
Bulls	8½@8½n	@9n	9 @ 9½
Extremes	@11n	@11n	@11
Bulls	@5n	@5n	5½@5½
Calfskins	12½@13½	@15n	11½@12
Kipskins	12 @ 13	@14n	10½@11
Horsehides	4.00@4.75	4.00@5.00	3.00@3.50

SHEEPSKINS

Pkr. shearls.	@1.20b	1.10@1.35	70 @ 75
Dry pelts	13½@14½n	13½@14½n	13½@14½

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 31, 1940: To the United Kingdom, 70,857 quarters; to the Continent, 124,614 quarters. A week ago, to the United Kingdom, 27,085 quarters; to the Continent, none.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended May 25, 1940, were:

	Week May 25	Previous week	Same week '39
Cured meats, lbs.	15,825,000	15,231,000	18,498,000
Fresh meats, lbs.	54,879,000	51,519,000	49,540,000
Lard, lbs.	4,950,000	2,831,000	2,989,000

MEAT AND LARD EXPORTS

Exports through port of New York during week ended May 30 totaled 1,038,000 lbs. of lard and 411,300 lbs. of bacon.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of May 25, totaled 305,604 lbs.; greases, 72,800 lbs.; tallow, 15,200 lbs. and oleo oil, 15 tierces.

WASHING USED COOPERAGE PRESENTS SPECIAL PROBLEMS

By T. J. MANNING*

PREVENTION of spore growth through proper washing of used cooperage—slacks, tierces, tubs, etc.—is now grossly neglected by some packers. Since there is danger that the employment of used cooperage may be forbidden, and since dealers usually have no facilities for cleaning such containers properly, it is of vital importance to treat cooperage to prevent spore growth and to remove all grease, dirt, stains and odors.

T. J. MANNING

In washing cooperage to remove foreign matter, such as blood, dirt, grease and stains, the articles to be washed should be placed in a tank containing a washing solution and allowed to remain in this solution for four to five minutes.

*Consultant on packinghouse and industrial cleaning problems.

Temperature of the solution should be held at 100 to 120 degs. F., giving the cleaning solution time to emulsify the grease and to penetrate the foreign matter on the surface of the wood.

Articles being cleaned should be moved about to insure emulsification of the fatty matter and to provide better penetration. At this temperature coagulation of albuminoids and the fixing of stains is avoided and the heat is sufficient for proper reaction of the reagent.

Rinsing With Steam

After the initial washing, the cooperage should be subjected to saturated steam. There is some difference in opinion as to the time and pressure, but it is generally agreed that saturated steam will kill anthrax spores, when freely exposed, in five minutes at atmospheric pressure. The time is shortened at higher temperatures.

Saturated steam is far more effective than dry heat; spores will survive in temperatures as high as 120 degs. C., but are killed at 100 degs. C. when damp.

After washing, cooperage should be dried as quickly as possible to prevent re-infection and should be stored in a

dry, light and airy space protected from flies and dust. Mold spores are conveyed by air currents and flies and flourish in dampness.

In washing cooperage, the operator is placed at a disadvantage in removing and preventing growth of spoilage bacteria or spores. Practical treatment which will serve to remove spores from wooden containers is rather difficult in simple washing. Wood is porous and is apparently able to retain bacteria and hold them mechanically immune from scrubbing or other ordinary cleaning processes.

Mold and Bacteria

Although bisulphites are of no value as disinfectants and are harmless to bacteria, they are effective in suspending mold growth. Spores are very difficult to destroy. If they have been de-vitalized, all bacteria should be harmless.

Some of the non-poisonous fluorides can be incorporated with cleansing agents to disinfect cooperage and arrest mold growth. When they are so used, the period of exposure to steam can be reduced and the cost of cleaning cut down.

Lower temperatures may be employed in the bath and a suitable disinfectant incorporated in the cleansing agent when hand cleaning is practiced and cooperage is scoured or brushed. This speeds up the work and cuts the labor cost, provided that the container is soaked for 10 or 15 minutes in a tank in contact with the reagent.

Packers generally employ soda in its different forms for cleaning cooperage, but a built-up cleanser, which cleans, deodorizes, bleaches and disinfects, is better and requires less material, time and labor. Cooperage should be freed from stains, dirt, odor, rancidity and spores. The reagent should be capable of performing this work in minimum time and at the smallest cost.

EDITOR'S NOTE.—This is the second in a series of articles by Mr. Manning on packinghouse cleaning problems.

REFINANCING PLAN FILED

Miller & Hart, Inc., Chicago pork packing company, has filed two registration statements with the Securities and Exchange Commission for securities to be issued under a capital readjustment plan.

The applications included \$581,300 in 6 per cent debentures due in 1943, to be extended to 1950; 86,458 shares of \$10 par prior preferred stock; 172,916 shares of \$1 par common stock and certificates of deposit for the outstanding 6 per cent debentures, the maturity of which is also to be extended.

Holders of convertible preference stock will be offered two shares of new prior preferred stock and four shares of new common for each share held. The plan calls for reclassification of present no par common stock into \$1 par common on a share-for-share basis.

... QUICK PRE-COOLING!



D & G SPRAY TYPE

40° in 1 Hour..*

30° in 2 Hours..

24° in 3½ Hours!

Direct cooling by brine spray, no coils or fins to defrost or to impede air circulation, heavy duty bronze fitted pump and an 8" squirrel cage fan are just a few of the features which give the D & G Spray Type its greater cooling capacity.

And this "extra" refrigeration capacity means that meats are delivered at destination in prime condition—are safeguarded against sweating, slime formation, shrinkage or wasteful trimming as well as against dirt or ice water contamination. Write us for full facts.

*Photostat of recording thermometer chart of this test sent on request.

DROMGOLD and GLENN

1420 McCormick Bldg.
Chicago, Ill.

External Can Corrosion

(Continued from page 17.)

and will absorb enough moisture for corrosive attack long before visible sweating occurs. It is not uncommon, therefore, to see rust spots around the edges of residual corrosive salt deposits. Low humidity conditions and use of sodium chromate or a similar agent in the cooling water will prevent such action.

Sweating in Warehouse

Sweating is the most common cause of rusting in the warehouse since cold cans condense moisture from warm humid air in the same manner as a glass of ice water. Sweating can be prevented by proper control measures; these involve suitable facilities for heating, circulation and ventilation around the stacks, together with an understanding of conditions which produce condensation. A psychrometer may be used to determine when adverse conditions prevail. Determination is made through measurement of the relative humidity indoors and outdoors.

By use of this instrument the canner can tell whether to open his warehouse doors and allow warm dry air to blow through the warehouse; whether to keep the warehouse sealed, and when it is desirable to start circulation fans with or without heat. Because cartons which retain heat in cans also prevent them from warming up once chilled, stacking in small blocks, with circulation space entirely surrounding the blocks, is of utmost importance.

In the construction of warehouses, such points as construction material, floor space, floor level, insulation, heating and ventilation should all be carefully considered in their relation to control of atmospheric conditions for the prevention of sweating.

Canned foods from cold warehouses frequently sweat during shipment, or canned foods may be chilled in transit. If the ultimate destination is a warm humid climate, sweating may occur. The use of insulated trucks or freight cars will guard against this possibility. Cans may be warmed prior to shipment by hot air blasts during labeling.

Burst Cans

A certain loss is sustained every year as a result of damage from burst cans. Such damage can be kept to a minimum if the surrounding cans are promptly cleaned and dried. Generally, any material leaking from cans is quite corrosive to tin plate since it usually consists of acids or salt brines. Sugar solutions will retain moisture and, therefore, aid rusting.

When cans are leaking, damage to other cans will spread quickly due to rapid corrosion which takes place in the presence of air. For example, one burst can may completely ruin a large block of merchandise by soiling other cans. When air is admitted to the product these cans will either burst or rust open, spilling more acid and sugar on more cans, etc., until the entire

stack is demolished. Stacking in small piles to permit frequent inspection, together with prompt reconditioning will save considerable loss.

Other causes of corrosion in warehouses may include leaky roofs, broken windows, low floor levels, and unsuitable label adhesives.

In summing up this discussion of control of external corrosion of tin cans it will suffice to say that successfully to combat corrosion it is first necessary to determine the cause and then extend all efforts toward its elimination. All types of corrosion described here have been investigated many times and methods for prevention or elimination have been proved successful in practice.

FAIR TRADE LAW CONTROVERSY

Colorado packing and provision plant operators are watching with interest the efforts of the Consumers' Protective Council, Inc., Denver, to have the state's Fair Trade and Unfair Practices Act removed from the statutes. The council successfully circulated a petition asking recall of the measure on the ballot in the November election.

Meat dealers and grocers handling meat are affected by the measure through the inclusion of bacon, lard and other packinghouse products under the state's fair trade provisions. The Colorado Fair Trade Association is launching an educational campaign to publicize benefits of the law.

TANGLEFOOT FLY PAPER

Four of these handy, all-metal TANGLEFOOT holders furnished FREE with each case of TANGLEFOOT Fly Paper. Write the factory.



**USE
ANYWHERE
ANYTIME
NO
GOVERNMENT
RESTRICTIONS**

**THIS OLD, RELIABLE,
SANITARY, CONVENIENT
FLY EXTERMINATOR**

*Will work
for you*

**24 HOURS
EACH DAY**

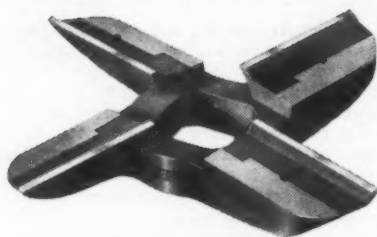
Here's the fly exterminator that never stops working... that will do a real job of ridding any department of a meat-packing plant of flies, without government restrictions as to its use. TANGLEFOOT Fly Paper is non-poisonous, sanitary, economical. Catches the germ as well as the fly. No odor, no dead flies to sweep up.

**SAVES WORK
SAVES MONEY**

Put TANGLEFOOT Fly Paper in handy holders and place it wherever convenient. Requires no attention whatever. Saves time and labor. Simply burn used sheets and replace with fresh. Very inexpensive.

**THE TANGLEFOOT COMPANY
GRAND RAPIDS MICHIGAN**

Quality Insecticides Over 50 Years



THE C-D KUTMORE KNIFE

Patented



TRADE MARK

SUPERIOR PLATES and KNIVES

Registered Trade Mark

cost less to use!

The C-D- SUPERIOR-plates are made of special wear resisting steel alloy, guaranteed to outwear two plates of any other make. They can be had in any style or size desired, to fit any machine in existence. They are equipped with a patented lock nut reversible bushing guaranteed never to come loose. Our plates can be had in angle holes, straight holes, or tapered holes, from $\frac{1}{8}$ inch holes to $2\frac{1}{2}$ inch round holes. Special plates made to order.

We can supply the C. D. O. K. style knives, the C. D. Cut More knives, and the B. & K. knives. All of these have changeable blades. The C. D. TRIUMPH knife with all four blades in one unit, and solid tool steel knives of all descriptions.

Write to us for full particulars.

THE SPECIALTY MFRS. SALES CO.

Chas. W. Dieckman

2021 GRACE ST., CHICAGO, ILL.

COTTONSEED MEN MEET

Reduced consumption of cotton and cottonseed products, because of the European war and stiff domestic competition growing out of increased soybean production, was a topic of prime importance at the forty-fourth annual meeting of the National Cottonseed Products Association, held recently in the Roosevelt Hotel, New Orleans. C. W. Wallace, vice president and general manager of the Union Oil Mill, Inc., West Monroe, La., succeeded A. L. Durand as association president.

G. J. Stewart, vice president of Swift & Company, spoke on "One of Our Public Relations Problems," advocating a broad program of producer and consumer education for the cottonseed industry. Mr. Stewart reminded members that unless the industry functioned as a unit, its resistance to competition by other industries would be seriously weakened.



EMPHASIZES EASE OF SERVING

One of a series of colorful point of sale pieces being used by Wilson & Co. to publicize the wide menu adaptability of Mor, new Wilson canned pork product. Each is based on theme that Mor can be readied for the table "quick as a wink."

CHAIN STORE SALES

Kroger Grocery and Baking Co. reports \$21,048,261 sales for the fifth four-week period ended May 18, an increase of 9 per cent from \$19,244,492 for the same period in 1939. Cumulative sales for the five periods totaled \$97,965,762, an increase of 7 per cent over sales of \$91,660,359 for the corresponding periods last year.

Sales of the National Tea Co. for the four weeks ended May 18 totaled \$4,686,016, an increase of 11.4 per cent over the \$4,207,299 reported for the same period in 1939. For the 20 weeks ended May 18, sales amounted to \$23,755,699, an increase of 13.2 per cent from \$20,984,868 a year earlier.

Liver Sausage Campaign

(Continued from page 13.)

form habit of eating liver sausage."

NEVADA.—"We have had a very nice increase in our liver sausage volume. We did not keep this item separate from our other sausage items in our sales distribution, but from our production reports, we have increased approximately 50 per cent."

MASSACHUSETTS.—"Our sales of liver sausage during first week of campaign—and since then—show substantial increase."

WASHINGTON.—"We feel safe in saying that there must have been at least a 25 per cent pick-up in liver sausage."

ARIZONA.—"We are happy to report that the liver sausage campaign has seemingly gone over in a good way. While we, of course, do not know results of competitors' efforts during this campaign, we do know that we enjoyed substantial increase in sales over the corresponding period of last year."

Personalities and Events

(Continued from page 21.)

on May 15. Mr. McGee started with Swift at Greenville, Miss., in 1917.

James H. McGrath, former assistant office manager of the Estherville Packing Co., Estherville, Ia., has been elected assistant secretary-treasurer and office manager of the company, in charge of the accounting, credit and traffic departments. Mr. McGrath served six years with the Albany Packing Co., Albany, N. Y., before his transfer to the Estherville firm.

How the meat packing business operates was explained before a recent meeting of the Phalanx Fraternity at Johnstown, Pa., by William Reese and Howard Mulhollen of Armour and Company, who illustrated their talks with photographs of various industry processes.

Ben Abraham, president, Abraham Bros. Packing Co., Memphis, Tenn., was a member of a large delegation of Memphis business men who recently attended the West Tennessee Strawberry Festival at Humboldt.

Great Bend Packing Co., Great Bend, Kas., recently played host to all children 12 years of age and under at a "merry-go-round and hot dog sandwich" party at the local carnival grounds.

The sausage manufacturing business located at 504½ W. Broadway, Long Beach, Calif., has been sold by Victor F. Ferron and Mabel Ferron to William K. Schwenk.

James A. McDonough, a director of Armour & Company, was recently re-elected to the board of directors of the Kansas City Southern Railway Co.

Low Reeve, jr., an employee of Geo. A. Hormel & Co., Austin, Minn., was a Chicago visitor last week.

Outlawing Lost Motion

(Continued from page 11.)

productive labor. The time he spends at it adversely influences his day's production. Providing each boner with a steady supply of hams reduces unproductive time at the ham boning table, increases the efficiency of the ham boning operation and reduces the cost of the boned ham.

Some workers, such as truckers, are employed full time at unproductive tasks. Others spend a portion of their working day at unproductive labor. Reducing unproductive labor, regardless of its nature, and the time and distance over which such labor is performed, offers a possibility for cutting costs and increasing production efficiency which apparently too few packers appreciate, since they are giving so little attention to it.

Survey Reveals Apathy

Twenty packers were questioned recently by THE NATIONAL PROVISIONER. Of these, 18 had given no well-directed thought or scientific study to their unproductive labor problems. They could not estimate how much unproductive labor they paid for each week; nor would they hazard a guess as to the reduction in unproductive labor they might make with intelligent effort. This proportion of 18 to 2 probably holds true for the industry.

Many meat plant operations appear to be satisfactorily efficient when examined casually. They sometimes offer surprising opportunities for cutting costs when subjected to careful analysis.

The story has been told in THE NATIONAL PROVISIONER of an Eastern meat plant, equipped with the most modern bacon wrapping equipment, in which time and motion studies enabled a surprising saving to be made in wrapping costs. Twelve girls were employed on the wrapping line. Average production was 18 six-lb. cartons per hour, or a total of 12,960 half-pound packages per five-hour day. (Bacon room wrapping force also packs frankfurts and other products). Time and motion studies revealed that it should be possible to shorten the time required to wrap a half-pound package by six seconds and thereby make a saving of 20 man-hours per day, or the expense of four wrappers.

Efficient Operation Improved

The feat was accomplished by simple and economical changes in wrapping table design and wrapping procedure. The most interesting fact is not that the labor of four workers was saved, but that there should be possible this reduction of unproductive effort in an operation that had been considered by the executives of the plant as the last word in efficiency.

Improved methods to reduce unproductive labor at the sausage linking table and, therefore, permit workers at this point to spend a greater percentage of their working time at productive ef-

fort (linking) has, as mentioned previously, increased linking production as much as 30 per cent in some cases.

Trucks in curing cellars and order assembly and shipping coolers are making large savings in some plants, but their possibilities for saving time and reducing unproductive labor have not been exploited to the limit in the meat industry.

The overhead rail equipped with a moving chain, as an instrument for moving product, has received little consideration. Its possibilities for reducing processing time, saving floor space, cutting unproductive labor and improving plant efficiency are only beginning to be sensed.

Stockinnetting devices, bacon forming machines, air-conditioned smokehouses, recording thermometers, automatic temperature control instruments and a multitude of other tools and devices whose value in cutting costs and improving quality of products is well known continue to be ignored by many packers. There is no lack of knowledge and facilities for materially improving average plant efficiency in the meat packing industry, but there is a very evident lack of a disposition to get on with the job.

There is some evidence, however, to justify the belief that a considerable level of efficiency must be attained soon if some packers are to maintain their volume of sales. Consumers never will object to paying a reasonable price for

meat. They may reasonably be expected, however, to refuse to consider a price based on a cost that is excessively high due to low production efficiency, waste and loss.

Meat prices in any locality, to a considerable extent, are based on the cost of production in the most efficient plant serving the territory, for every packer takes merchandising advantage of any situation his energy, initiative and ability can create for him.

There are some highly efficient meat plants. Their costs are low and, if these packers desire, they frequently can undersell competition without sacrificing a reasonable profit. It would be constructive, therefore, if every packer would view instances of apparent deliberate price cutting from a new angle.

Instead of assuming that the offending packer deliberately cuts prices, would it not be more logical to suppose that his prices are based on his cost of production, and that they are figured to make a fair margin of profit? Such a supposition leaves little ground for complaints, but it does provide an incentive for every packer suffering from low prices to study his operations and to strive to reduce his costs to a point where he can compete profitably at the lower price level.

Watch the Classified Advertisements page for bargains in equipment.

7 Reasons Why JOURDAN Leads the Field

1. Cooks complete batch of sausage in single operation
2. Costs less to own and requires less time to operate
3. Produces perfect sausage at all times
4. Results in great savings from minimized shrink



5. No tangled, burst or broken sausage
6. Applies color at same time sausage is cooked
7. There's a model to fit every space requirement

Manufactured under the following patents No. 1,690,449 dated Nov. 6, 1928 and No. 1,921,231 dated Aug. 8, 1933. Other Patents Pending.

The JOURDAN PROCESS COOKER is ideally suited to modern sausage cooking needs. Automatic percolating system of cooking accomplishes remarkable results. Patented circulating action renders every sausage clean, attractive and uniform! For exclusive results, try JOURDAN! Send for complete details.

JOURDAN PROCESS COOKER CO.

814-832 West 20th Street • Chicago, Illinois
Western Office: 3223 San Leandro Street, Oakland, California

PLANT OPERATIONS

Ideas for Operating Men

CHIMNEY HEIGHT AND DRAFT

By W. F. SCHAPHORST, M.E.

I am in receipt of a letter containing this inquiry:

"Does the height of a chimney have much to do with the draft under the boiler? I have heard it argued pro and con and would like to have your opinion. In this part of the state we use stacks of standard height, but I notice that in southern Texas they use many that are not over 30 ft. high for, say, a 100 h.p. boiler."

Height of a stack has much to do with the draft under the boiler. It is the stack that creates the draft. The higher the stack the greater the draft. But the area of the chimney also is a factor which must be considered.

I have prepared the accompanying chart, which is useful for determining the number of pounds of coal that may be burned per hour on a given grate, knowing the area of the chimney in square feet and the height of the chimney above the grate in feet.

For example, the dotted line drawn across this chart shows that if height of chimney above grates is 100 ft. and the cross-sectional area of the chimney is 45 sq. ft., 10,000 lbs. of coal may be burned per hour on the boiler grates. The chimney will take care of all of the gases.

Any straight line across the chart will solve a problem. Thus, if you know how much coal you want to burn per hour and if you know the height you want to build a chimney, a straight line will tell you what the area of the section of the chimney must be. It may be built round or square.

The range of the chart is great enough to take care of any chimney from 10 to 1,000 ft. in height and in area from 2 sq. ft. to 2,000 sq. ft. Column B gives coal burned up to 1,000,000 lbs. per hour, which is a considerable amount of coal.

The chart is based on the formula:

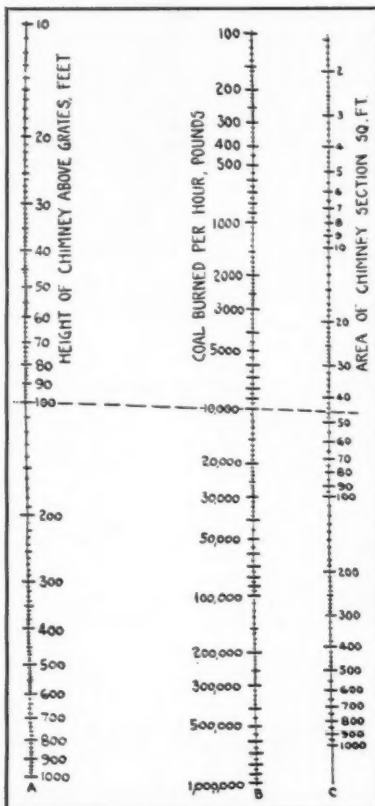
$$A = \frac{F}{21.8 \sqrt{H}}$$

A is cross-sectional area of the chimney in sq. ft.

F is number of pounds of coal burned per hour.

H is height of chimney above the grates, in feet.

It is all right to use the formula, but the chart will be found much quicker and is accurate. After a chimney size is roughly decided, it is a good plan to apply the formula itself, merely to "check up" the chart. There is nothing better than "checking and rechecking" on problems of this kind, because large



CHIMNEY HEIGHT CHART

chimneys are naturally costly. However, a chimney that is not large enough is even more costly because it will require erection of another chimney or the installation of a blower. The installation of a blower is often a good thing, but it has nothing to do with chimney cost or with this chart.

SPEEDS UP OPERATIONS

This conveyor system for handling hams, bellies and other cured product was developed by the E. Kahn's Sons Co., Cincinnati. After withdrawal from brine tanks, product is placed on conveyor, where drying, stamping and related operations are performed as it moves along. (National Provisioner photo.)



USE OF GAS MASKS

Every packinghouse engine room employee should be instructed in the use of the ammonia gas mask. He should work in the mask periodically to become accustomed to it.

An extra canister should be kept on hand for each ammonia mask. Spare canisters last for an indefinite period if cork and seal are not removed. The seal at the bottom must be removed when attaching the ammonia canister to the mask. Canisters should be replaced every two years whether or not the mask has been used. Canisters which become rusted should be promptly replaced.

Masks should be kept in their cases in a cool and convenient location which is easy to reach from outside the engine room. Masks should be placed in their cases so that the fabric is not creased, the tube kinked or the valve bent when mask is not in use.

In addition to using an ammonia gas mask when shutting off valves or stopping ammonia leaks, masks should be worn by workers when making any opening in the ammonia system.

If the odor of gas becomes objectionable when using a gas mask, the wearer should leave the gas area immediately. He should replace the canister and examine the mask for defects before re-entering the room.

HANDLING STUFFING MACHINE PISTONS

One of the more difficult jobs of maintenance and repair in the sausage manufacturing department is handling pistons in and out of stuffing machines. This operation can be speeded up and simplified by installing an overhead rail over the stuffers, on which a wheeled chain hoist may be installed. It is an easy task with such a set-up not only to lift pistons out of stuffing machines, but also to transfer them to the truck on which they will be transported to the machine shop or other location where work will be done on them.



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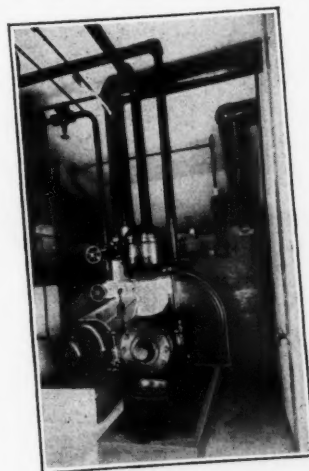
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A.S. KIRKEBY, Managing Director

KIRKEBY HOTELS

Sales Fundamentals

(Continued from page 19.)

don't even know whether or not I can remember all the new items being added. My customer may prefer to spread his business, buying some items from others."

"True, but don't forget the good Lord helps those who help themselves. In the first place, you're wasting your customer's time by forcing him to buy items from another salesman when he could be buying them from you, providing he knows you carry them. Your best bet is to remember the various product classifications handled by our company and guide your conversation through each of these in a general way. This will lead up to specific products, and each visit should add on one or two additional items to the order. As an example, since you're handling oleo, let him know that you are selling it. He might as well order it from you as from the next salesman. By the way, where do you eat when you are out on your route?"

"Oh, I usually stop at any place I happen to be near at lunch time," replied Bill. "If I'm in a hurry, I generally eat at a hamburger shop. More often, I eat at a restaurant, and occasionally in a hotel dining room."

Business in Eating Places

"The point that I want to bring out," the sales manager remarked, "is that you have been rubbing elbows with potential customers without realizing it. Hotel, cafe and hamburger stand business is growing in importance yearly. Consider the packinghouses catering to this type of business almost exclusively. Then look over your own route and see the number of stops you could profitably make, concentrating on hotel cuts and allied specialties. Loins, ribs, spare ribs, hamburger, sausage, bacon, etc., are specialties which can be marketed most profitably through this type of business."

"Hotels, cafes and clubs are especially good prospects for vacuum packed specialties, hams, luncheon meats, Canadian bacon, spencer rolls, tenderloin strips, etc. Let them become acquainted with you and your line."

"You've certainly shown me a number of things I've been overlooking," Bill said. "I feel that I've learned more in these few minutes than I could have in a year by plugging away myself. That is, if I'd lasted another year. Now I hope I can arouse as much buying desire among my customers as I have desire to sell."

"Well, don't forget that one sure way of increasing your order is by helping your customers sell your product," the sales manager added. "Always be sure to carry display material with you. Effective displays will result in additional sales. Counter cards, properly used, will help move your product out of the refrigerator and into the consumer's home."

"Get into the habit of carrying a small tack hammer and a supply of thumb tacks in your car, as well as display material furnished by our advertising department. Remember that the more your customer sells, the larger will be his orders."

"By following out this whole plan consistently—making all your stops, striving for additional items and backing it up with effective use of advertising display material," Arnold concluded, "you will soon find your total number of individual orders increasing, as well as the amount of each order."

NATIONAL CHEMICAL SHOW

The first chemical show sponsored by the Chicago section of the American Chemical Society will be held December 11 to 15 at the Stevens hotel, Chicago. The exposition is expected to attract 40,000 chemists, chemical and operating engineers, production managers and industrial executives, according to Dr. R. C. Newton, chief chemist of Swift & Co., who is chairman of the exposition committee.

Among members of the advisory committee of the exposition are Dr. W. Lee Lewis, director of the Department of Scientific Research, Institute of American Meat Packers, and Oscar G. Mayer, president of the Chicago Association of Commerce and president of Oscar Mayer & Co., Chicago and Madison, Wis.

Plans are under way to make the exposition the most comprehensive and diversified ever held in America. Space application blanks are now available at the society's headquarters at 110 N. Franklin st., Chicago. Total space for exhibition purposes will be limited to 32,000 sq. ft.

WIDEN FSCC STAMP PLAN

Two new stamp areas were added recently by the Federal Surplus Commodities Corp. under its surplus commodities program. They were Clinton, Okla., and the surrounding county and Clackamas and Marion counties in Oregon. This brings the total of areas in which the plan is being operated, or will soon start, to 83.

By the end of the calendar year, the orange and blue stamp plan is expected to be extended to 150 areas and, by the end of the fiscal year in June, 1941, the total may reach 175 to 200. Under the broadened plan there would be an increased consumption of 56,000,000 lbs. of butter, 59,000,000 dozen eggs and 180,000,000 lbs. of pork, according to Henry A. Wallace, Secretary of Agriculture.

A Food Stamp Anniversary Week was observed May 16 to 23 by citizens of Pittsburgh, Pa., as a part of a national observance to emphasize operation of the government's surplus commodity program in Allegheny County.

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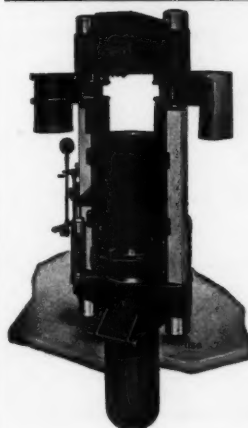
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The contents of "Meat Plant Refrigeration and Air Conditioning" are the first ever prepared on refrigeration from the packinghouse angle.

The National Provisioner—June 1, 1940

NEW EQUIPMENT *and Supplies*

EFFICIENT MEAT TENDERING

Packers catering to hotels and restaurants are among those who have found the Delicator, a unique meat tendering device, helpful in meeting the requirements of their customers.

Said to improve the texture and flavor of all meats, the Delicator employs a series of 58 sharp blades which penetrate the meat completely in criss-cross fashion, cutting all veins, sinews and fibers without squeezing out juices.

Steaks of any length may be handled by this device. It is said to be absolutely sanitary, since all parts coming in contact with the meat are of stainless steel. No boards are used. Meats up to 1 1/4 in. thickness are accommodated. It may be used to produce appetizing meat combinations by knitting together slices or strips of beef, pork, veal, mutton, bacon, etc.

Delicator is all-electric in operation, equipped with 1/4 hp. motor. It occupies small space, measuring 12 1/2 in. in width and 13 in. high. Length of feeding plate is 18 1/2 in. It is operated with a minimum of effort; meat is placed in position extending slightly over front edge of conveyor and moved forward. Two to four Swiss style steaks may be "Delicitized" at one time in a few seconds.

Meats processed on this machine are said to cook in about one-fifth the time generally required and to retain juices. The Delicator is produced by U. S. Slicing Machine Co., La Porte, Ind.

FIXTURE FOR STERILAMPS

A new self-contained showcase fixture for 20- and 30-in. Sterilamps for refrigerated display cases in meat markets, dairy product stores and other places where wide-spread, bacteria-killing ultraviolet radiation is desired, has been announced by the Westinghouse Lamp Division. The fixture can be installed in the upper front corner of cases or under shelves without inter-

AID TO MEAT MERCHANDISING

All-electric in operation, the Delicator quickly produces more tender meats without loss of natural juices, handling from two to four Swiss style steaks at one time in a few seconds. Meats processed by this device are said to cook in one-fifth the time usually required. Steaks of any length may be accommodated.



fering with the view of the display or the operation of the case.

Solid, non-tarnishing, mat-finished aluminum, which harmonizes with the interior fittings of display cases, has been employed in the construction of the new fixture. Two guard rods give it strength and afford protection against accidental breakage of the lamps.

Operating transformer is enclosed in one of the boxes located at either end of the fixture; switch and power line connections are in the other. Ordinary 115-volt, 60-cycle supply is required for the transformer, which is designed to give a low current through the lamp, thus providing efficient and safe radiation in a display case where the distance from Sterilamp to the meat is small.

When the cover of the transformer is removed, power is cut off. Replacements of lamps can be made only by removing the box cover and sliding the socket back. After removing the old lamp and replacing it with a new one, the socket is returned to its original position and clamped. When the cover is replaced the circuit is closed and the lamp is ready for operation.

PACKAGING EQUIPMENT

Package Machinery Co. announces it now has machines for wrapping packages in Pliofilm, the transparent material developed by the Goodyear Tire & Rubber Co.

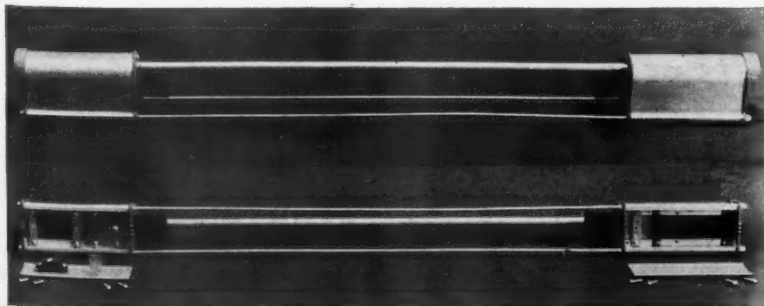
Because of its special nature, Pliofilm requires treatment differing from that used in the application of any other transparent wrapping material, it is pointed out. Precise temperature control and special folding mechanisms are necessary. Application of heat to the material causes self-welding instead of sealing, making a tight seal.

Because of this fast seal, a tape is necessary to facilitate opening the package. This tape can be applied automatically by the wrapping machine. In spite of the special manner in which Pliofilm must be handled, the standard FA types of wrapping machines, with modifications, have worked successfully.

Speeds up to approximately 100 packages per minute are possible, it is reported, depending on the nature and size of the package to be wrapped.

FLASHES ON SUPPLIERS

SUPERIOR CASING & SUPPLY CO.—Newly organized with offices at 200 Washington ave., North Minneapolis, Minn., the Superior Casing & Supply Co. handles natural casings and a full line of supplies, seasonings, curing salts, soyflour, etc. H. F. Meyer is president of the new firm and Henry Crain, vice president. Mr. Crain is well known among sausage manufacturers and packers due to many years of experience in calling on the trade. The firm will operate in Wisconsin, Minnesota, Iowa, the Dakotas and Montana.



LIVESTOCK MARKETS *Weekly Review*

Packers' Livestock Costs Down in March

PACKERS paid \$117,229,000 for livestock slaughtered in federally inspected packing plants during March, 1940. This compares with \$132,827,000 in March, 1939, and a 5-year average of \$126,052,700. All types of livestock cost less than a year ago. Cattle cost \$52,722,000, compared with \$58,716,000 in March, 1939; hogs, \$46,745,000, compared with \$55,005,000; sheep and lambs, \$11,045,000, compared with \$11,970,000.

For the first quarter of the year, January through March, meat animals processed under federal inspection cost packers a total of \$383,968,000. In the same period in 1939 the cost was \$392,160,000, and for the 5-year average, the cost was \$376,439,200. Cattle cost \$165,070,000 during the first three months of this year; hogs, \$164,777,000 and sheep and lambs, \$34,000,000.

Average cost per cwt. of live animals during March, 1940, with comparisons, was as follows:

	March, 1940	March, 1939	Jan.-Mar., 1940	Jan.-Mar., 1939
Cattle	\$7.67	\$8.03	\$7.60	\$7.97
Steers ¹	8.80	9.57	.....	.....
Calves	8.95	8.90	8.93	8.93
Hogs	5.07	7.42	5.21	7.45
Sheep	9.44	8.73	8.92	8.58

¹Steers also included with cattle.

Average dressed weight of cattle in March this year was 526.24 lbs.; a year ago the average was lighter at 512.58 lbs. Calves dressed out a little heavier this March at 96.70 lbs., compared with 95.26 lbs. a year ago. Hogs were approximately the same as last year at 173.83 lbs. compared with 174.99 lbs. Sheep and lambs showed still less variation, dressing out at 43.30 lbs. in March, 1940, and at 43.15 lbs. in March, 1939.

CATTLE IMPORTS RISE

April cattle imports from Canada and Mexico were more than double those of a month earlier, but still were far below those of April, 1939. Total inshipments for the first four months of 1940 totaled 54,069 head, a decline from 90,580 head during the same period last year.

Fewer heavy cattle were imported from Canada in April this year than last April, though the total was double that for March, 1940. Imports of Canadian calves in April were also smaller than in April, 1939; however inshipments were twice as large as for the previous month.

Imports for April from Mexico showed a marked increase in heavy cattle over March—from 63 head to 9,273 head. In the 200-700 lb. class total was 51,573 for April, 1940, compared with 25,187 head in March, 1940.

Imports for April and the first four months of 1940, and comparable periods in 1939, are reported by the U. S. Agricultural Marketing Service, as follows:

	April, 1940	April, 1939	4 mos. 1940	4 mos. 1939
Canada—				
Over 700 lbs.	16,008	30,415	35,449	65,347
200-700 lbs.	652	718	1,317	1,821
Under 200 lbs.	7,724	8,795	17,303	23,612
Total	24,484	39,918	54,069	90,580
Mexico—				
Over 700 lbs.	9,273	8,217	24,540	36,090
200-700 lbs.	51,573	70,085	143,795	246,225
Under 200 lbs.	6,500	6,286	18,572	23,525
Total	67,346	84,588	186,907	305,840

CANADIAN LIVESTOCK VALUES

MONTREAL.—Applying stockyard values to the entire output of livestock in Canada in 1939, the Dominion government's 20th annual market review estimates the total value of cattle marketed as approximately \$57,000,000, an

increase of \$13,000,000 over 1938. Calves marketed had an estimated value of \$9,500,000, an increase of \$1,000,000; hogs were valued at \$66,500,000, an increase of \$5,000,000, and sheep and lambs were valued at \$5,250,000, an increase of \$500,000.

The large increase in value was due both to larger marketings and better prices, and represented a rapid recovery after the decline shown in 1938. Sales at stockyards and packing plants, and direct on export gained almost 110,000 head, to a total of 1,183,305 cattle. Shipments of store cattle back to the country increased by about 27,000 head, to a total of 157,104, leaving net marketings for the year at 1,026,201.

Canada's principal market during 1939 was the United States, to which 201,165 Canadian cattle were shipped during the year, as well as 83,000 calves. The United Kingdom provided scarcely any market for Canadian fat cattle during the year.

NATIONAL 4-H CLUB CAMP

The 14th national 4-H club camp, representing 1,381,595 members, opens Wednesday, June 12, and runs till June 19, on a site just south of the Washington monument, Washington, D. C. Each state and territory is entitled to send two 4-H club leaders, two 4-H club boys and two 4-H club girls to the national camp. According to M. L. Wilson, of the Department of Agriculture, chief executive of the Club camp, the young people are meeting to learn of the work of the U. S. Department of Agriculture and other government departments; gain a deeper understanding "of those ideals that have shaped Washington as the national capital, and confer together regarding the development of strong rural leadership and richer and fuller life for all those living in the country."



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CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., May 29, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hog prices slid downward during the first half of the week under the influence of heavy receipts. For the first three days the decline on butcher hogs measured 15@20c, while sows closed largely 15@30c lower with instances off more on big weights.

Hogs, good to choice

160-180 lb.	4.45@5.00
180-240 lb.	4.80@5.25
240-270 lb.	4.90@5.10
270-300 lb.	4.80@5.00
300-330 lb.	4.65@4.85
330-360 lb.	4.50@4.75

Sows

330 lbs. down.	4.00@4.50
330-400 lb.	3.90@4.35
400-500 lb.	3.70@4.15

Receipts of hogs at Corn Belt markets for week which ended with May 29, 1940:

Friday, May 24	This week	Last week
32,900	32,900	15,200
Saturday, May 25	25,300	32,800
Monday, May 27	32,500	48,800
Tuesday, May 28	41,700	12,500
Wednesday, May 29	27,600	18,600
Thursday, May 30	Holiday. No Market.	

NEW YORK LIVESTOCK

May 29, 1940

CATTLE:

Steers, good, 1413-lb.	9.25@10.10
Steers, medium	8.25@9.65
Steers, common and medium	8.50@9.00
Cows, medium	6.50@7.25
Cows, cutter and common	5.75@6.25
Cows, canner	4.25@5.50
Bulls, good	6.50@7.25
Bulls, medium	5.75@6.25

CALVES:

Vealers, choice	12.00
Vealers, good and choice	10.00@11.50
Vealers, common and medium	8.00@9.50
Vealers, culls	6.00@7.50

HOGS:

Hogs, good and choice, 190-204-lb.	\$5.85
Hogs, good and choice, 179-lb.	5.70

LAMBS:

Lambs, good and choice 68-70-lb.	\$12.85@13.00
----------------------------------	---------------

Receipts of salable livestock at Jersey City public market for the week ended with May 25:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	1,625	1,609	283	728
Total, with directs	5,822	11,799	24,622	37,856

Previous week:

Salable receipts	2,042	1,392	462	519
Total, with directs	6,034	12,085	23,155	37,267

*Including hogs at 41st street.

RECEIPTS AT CHIEF CENTERS

Receipts for week ended May 25:

At 20 markets:	Cattle	Hogs	Sheep
Week ended May 25	165,000	407,000	238,000
Previous week	175,000	388,000	299,000
1939	189,000	368,000	255,000
1938	180,000	315,000	324,000
1937	206,000	254,000	355,000

At 11 markets:

	Hogs
Week ended May 25	341,000
Previous week	338,000
1939	310,000
1938	284,000
1937	188,000
1936	270,000

At 7 markets:

	Cattle	Hogs	Sheep
Week ended May 25	122,000	298,000	149,000
Previous week	121,000	278,000	154,000
1939	134,000	254,000	140,000
1938	122,000	205,000	184,000
1937	127,000	145,000	222,000

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Wednesday, May 29, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service.

Hogs (soft & oily not quoted): CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

BARROWS AND GILTS:

Good-choice:

120-140 lbs.	4.00@4.75	3.50@4.10	4.00@4.50	4.15@4.60
140-160 lbs.	4.50@5.25	4.00@4.60	4.50@4.90	4.25@4.90
160-180 lbs.	4.90@5.45	4.50@5.30	4.75@5.10	4.65@5.25
180-200 lbs.	5.25@5.50	5.25@5.35	5.00@5.15	5.00@5.25
200-220 lbs.	5.35@5.55	5.25@5.35	5.00@5.15	5.10@5.25
220-240 lbs.	5.35@5.55	5.25@5.35	5.00@5.15	5.10@5.25
240-270 lbs.	5.20@5.50	5.10@5.30	4.85@5.10	5.05@5.25
270-300 lbs.	5.10@5.35	4.95@5.10	4.75@4.90	4.90@5.15
300-330 lbs.	5.00@5.20	4.90@5.00	4.85@4.90	4.80@5.00
330-360 lbs.	4.90@5.10	4.80@4.90	4.50@4.65	4.75@4.90
Medium:				
160-220 lbs.	4.75@5.35	4.35@5.20	4.35@5.00	4.35@5.10

SOWS:

Good and choice:

270-300 lbs.	4.70@4.90	4.50@4.75	4.25@4.35	4.35@4.50	4.45@4.50
300-330 lbs.	4.60@4.80	4.45@4.65	4.15@4.25	4.35@4.50	4.45@4.50
330-360 lbs.	4.50@4.70	4.40@4.60	4.15@4.25	4.25@4.40	4.40@4.50

Good:

360-400 lbs.	4.35@4.60	4.35@4.50	4.10@4.25	4.20@4.35	4.30@4.40
400-450 lbs.	4.25@4.45	4.30@4.45	4.10@4.15	4.10@4.30	4.25@4.35
450-500 lbs.	4.15@4.35	4.20@4.35	4.00@4.15	4.00@4.15	4.25@4.30

Medium:

250-500 lbs.	3.75@4.25	4.10@4.60	3.50@4.00	3.85@4.25	3.80@4.20
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PIGS (Slaughter):

Med. & good, 90-120 lbs.	3.50@4.25	3.10@3.60			
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Slaughter Cattle, Vealers and Calves:

STEERS, choice:

750-900 lbs.	10.00@11.25	10.25@11.25	9.75@11.00	9.75@10.75	9.75@10.75
900-1100 lbs.	10.25@11.50	10.25@11.50	9.75@11.00	9.75@11.00	9.75@10.75
1100-1300 lbs.	10.25@11.50	10.25@11.50	10.00@11.00	9.75@11.00	9.75@10.75
1300-1500 lbs.	10.25@11.50	10.25@11.50	10.00@11.00	9.75@11.00	9.75@10.75

STEERS, good:

750-900 lbs.	9.25@10.00	9.25@10.25	9.00@9.75	9.00@9.75	8.75@9.75
900-1100 lbs.	9.50@10.25	9.50@10.25	9.00@10.00	9.00@9.75	8.75@9.75
1100-1300 lbs.	9.50@10.25	9.50@10.25	9.00@10.00	9.00@9.75	8.75@9.75
1300-1500 lbs.	9.50@10.25	9.50@10.25	9.00@10.00	9.00@9.75	8.75@9.75

STEERS, medium:

750-1100 lbs.	8.50@9.50	8.50@9.50	8.25@9.00	8.25@9.00	7.75@8.75
1100-1300 lbs.	8.50@9.50	8.75@9.50	8.25@9.00	8.25@9.00	7.75@8.75

STEERS, common:

750-1100 lbs.	7.75@8.50	7.50@8.50	7.25@8.25	7.25@8.25	7.00@7.75
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STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	9.50@10.75	9.75@10.50	9.50@10.50	9.75@10.50	9.25@10.25
Good, 500-750 lbs.	9.00@9.75	8.75@9.75	8.75@9.50	9.00@9.75	8.50@9.50

HEIFERS:

Choice, 750-900 lbs.	9.75@10.75	9.75@10.50	9.50@10.25	9.75@10.50	9.25@10.00
Good, 750-900 lbs.	9.00@9.75	8.75@9.75	8.75@9.50	9.00@9.75	8.25@9.25
Medium, 500-900 lbs.	8.50@9.00	8.25@8.75	8.00@8.75	8.00@9.00	7.00@8.25
Common, 500-900 lbs.	7.50@8.50	7.50@8.25	7.00@8.00	6.75@8.00	6.50@7.00

COWS, all weights:

Good	7.25@8.00	7.00@7.75	7.00@7.75	7.00@7.50	6.75@7.75
Medium	6.50@7.25	6.25@7.00	6.25@7.00	6.00@8.00	6.25@6.75
Cutter and common	5.25@6.50	5.00@6.25	4.75@6.25	4.75@6.00	4.75@6.25
Canner	4.25@5.25	3.75@5.00	4.00@4.75	3.75@4.75	4.25@4.75

BULLS (Ylgs. Excl.), all weights:

Beef, good	6.50@7.25	6.50@6.75	6.50@7.00	6.00@6.25	6.25@6.75
Sausage, good	6.75@7.00	6.25@6.50	6.35@6.65	5.75@6.00	6.25@6.65
Sausage, medium	6.25@6.75	6.00@6.25	6.00@6.35	5.25@5.75	5.75@6.35
Sausage, cutter and common	5.50@6.25	5.25@6.00	5.50@6.00	4.75@5.25	5.00@5.75

VEALERS, all weights:

Good and choice	9.50@10.75	8.75@10.00	9.00@10.00	7.50@10.00	8.00@10.00
Common and medium	7.00@9.50	6.50@8.75	6.00@9.00	6.00@7.50	5.50@8.00
Cull	5.50@7.00	5.00@6.50	5.00@6.00	5.00@6.00	4.00@5.50

CALVES, 400 lbs. down:

Good and choice	7.50@8.50	7.50@9.00	7.00@9.00	7.00@9.00	7.00@9.00
Common and medium	6.50@7.50	6.00@7.50	6.00@7.00	6.00@7.00	5.50@7.00
Cull	5.50@6.50	5.00@6.00	5.00@6.00	5.00@6.00	4.00@5.50

Slaughter Lambs and Sheep:

SPRING LAMBS:

Choice (closely sorted)					
*Good and choice	11.25@12.25	10.75@11.50	11.00@11.50	11.00@11.35	
*Medium and good	10.25@11.00	9.00@10.75	9.75@10.75	10.00@10.75	
Common	9.25@10.00			7.50@9.75	

LAMBS (shorn):

Choice (closely sorted)					
*Good and choice	9.40@9.80	8.50@9.50	9.00@9.75	8.75@9.25	9.25@9.50
*Medium and good	8.25@9.25	7.50@8.25	8.00@8.85	7.25@8.50	8.25@9.10
Common					

EWES:

Good and choice	3.50@4.00	3.25@3.75	3.00@3.50	2.50@3.25	3.00@3.50
Common and medium	2.50@3.50	2.00@3.00	1.00@3.00	1.50@2.50	1.75@3.00

*Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days' wool growth quoted as shorn. *Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 25, 1940, as reported to The National Provisioner:

CHICAGO

Armour and Company, 8,007 hogs; Swift & Company, 7,746 hogs; Wilson & Co., 8,035 hogs; Western Packing Co., Inc., 2,477 hogs; Agar Packing Co., 5,891 hogs; shippers, 6,805 hogs; others, 28,160 hogs.

Total: 31,721 cattle; 4,347 calves; 67,121 hogs; 13,980 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,140	478	4,169	7,129
Cudahy Pkg. Co.	1,268	329	2,103	4,862
Swift & Company	1,397	422	2,854	5,030
Wilson & Co.	1,109	400	2,313	3,439
Indep. Pkg. Co.	1,072	375	2,775	4,450
Kornblum Pkg. Co.	1,072	375	2,775	4,450
Others	2,283	1,065	2,134	5,917
Total	9,329	2,694	13,948	26,377

OMAHA

	Cattle and Calves	Hogs	Sheep
Armour and Company	5,576	7,937	5,749
Cudahy Pkg. Co.	4,520	5,389	4,450
Swift & Company	4,138	4,098	4,436
Wilson & Co.	1,785	3,845	1,038
Others	6,949	6,949	6,949

Cattle and calves: Eagle Pkg. Co., 25; Greater Omaha Pkg. Co., 115; Geo. Hoffmann, 54; Lewis Pkg. Co., 378; Nebraska Beef Co., 331; Omaha Pkg. Co., 189; John Roth, 126; South Omaha Pkg. Co., 138; Lincoln Pkg. Co., 233.

Total: 17,027 cattle and calves; 28,838 hogs; 14,873 sheep.

EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,299	1,807	12,004	4,689
Swift & Company	2,383	2,076	9,905	4,958
Hunter Pkg. Co.	1,400	121	7,173	661
Heil Pkg. Co.	2,775	2,775	2,775	2,775
Krey Pkg. Co.	6,504	6,504	6,504	6,504
Sieloff Pkg. Co.	2,060	2,060	2,060	2,060
Laclede Pkg. Co.	2,550	2,550	2,550	2,550
Shippers	2,881	2,136	19,868	1,419
Others	2,578	203	4,303	1,320
Total	11,541	6,343	67,142	13,037

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	1,910	406	10,035	7,114
Armour and Company	2,223	425	8,973	3,229
Others	1,107	31	142	1,422
Total	5,240	862	19,150	11,765

Not including 1,628 hogs bought direct.

ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,809	46	8,755	2,377
Armour and Company	3,032	34	8,735	1,945
Swift & Company	2,826	40	5,134	941
Shippers	4,069	10	3,898	208
Others	305	8	88	88
Total	13,041	138	26,610	5,531

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	993	687	1,724	2,486
Wilson & Co.	867	724	1,591	2,046
Others	215	25	1,581	1,581
Total	2,075	1,436	4,896	4,532

Not including 190 cattle and 1,195 hogs bought direct.

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	502	550	3,263	6,293
Dold Pkg. Co.	256	102	1,006	10
Dunn-Osterberg	3	3	3	3
Fred W. Dold	104	48	482	482
Sundowner Pkg. Co.	30	30	274	274
Pioneer Cattle Co.	73	73	73	73
Interstate Pkg. Co.	157	157	157	157
Keefe Pkg. Co.	46	46	46	46
Total	1,312	652	5,262	6,303

Not including 174 cattle and 2,440 hogs bought direct.

DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,089	143	2,240	4,764
Swift & Company	909	114	2,045	3,888
Cudahy Pkg. Co.	181	69	281	317
Others	1,576	240	1,508	3,806
Total	4,342	545	7,074	14,735

FT. WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	1,705	1,191	4,188	22,938
Swift & Company	1,419	813	2,535	24,346
Blue Bonnet Pkg. Co.	181	69	281	317
City Pkg. Co.	106	6	467	48
Rosenthal Pkg. Co.	91	16	64	48
Total	3,502	2,095	7,535	47,640

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,108	2,654	17,417	1,536
Rifkin Pkg. Co.	673	25	44,083	3,473
United Pkg. Co.	1,973	218	218	218
Cudahy Pkg. Co.	1,171	1,490	1,490	1,490
Others	2,124	876	876	876
Total	19,616	12,967	61,512	5,009

INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,077	431	20,624	413
Armour and Company	799	240	2,664	2,664
Hilgemeier Bros.	10	10	1,200	1,200
Meier Pkg. Co.	74	5	223	223
Stark & Wetzel	74	42	500	500
Wahlitz and Deters	43	32	399	399
Maass Hartman	33	33	33	33
Shippers	2,571	2,365	23,853	750
Others	722	401	316	159
Total	5,403	3,549	49,779	1,377

CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	18	18	203	203
E. Kahn's Sons Co.	409	790	8,987	407
Lohrey Packing Co.	4	4	334	334
H. H. Meyer Pkg. Co.	121	182	4,116	4,116
J. Schlachter	15	15	3,927	3,927
J. F. Schroth P. Co.	15	15	3,927	3,927
J. F. Stegner Co.	291	526	526	526
Shippers	203	203	3,075	308
Others	1,234	614	893	251
Total	2,306	2,130	21,332	1,235

RECAPITULATION

	Week ended May 25	Prev. week	Cor. week, 1939
CHICAGO	31,721	34,368	34,423
Kansas City	9,329	9,268	11,960
Omaha	17,027	15,318	18,545
East St. Louis	11,541	10,491	10,316
St. Joseph	5,240	4,085	4,326
St. Louis	13,041	12,193	13,138
Okla. City	2,075	2,212	3,528
Wichita	1,312	1,560	1,969
Denver	4,342	5,389	5,733
St. Paul	19,616	24,581	13,836
Milwaukee	3,299	3,942	3,881
Indianapolis	5,403	6,000	6,060
Cincinnati	2,306	1,938	1,416
Ft. Worth	3,502	5,667	6,159
Total	130,354	135,019	133,990

HOGS

	Week ended May 25	Prev. week	Cor. week, 1939
Chicago	67,121	52,250	49,915
Kansas City	13,948	12,220	9,314
Omaha	28,838	26,118	24,008
East St. Louis	67,142	53,393	51,477
St. Joseph	19,150	16,933	14,021
St. Louis	26,610	24,012	22,816
Okla. City	4,846	5,920	6,906
Wichita	5,932	5,207	5,207
Denver	5,074	6,983	5,546
St. Paul	61,512	37,144	28,931
Milwaukee	8,459	8,866	6,838
Indianapolis	49,779	43,901	42,628
Cincinnati	21,332	18,156	20,870
Ft. Worth	7,535	7,947	6,517
Total	388,608	321,889	293,594

SHEEP

	Week ended May 25	Prev. week	Cor. week, 1939
Chicago	13,980	10,148	19,446
Kansas City	26,377	26,581	28,637
Omaha	14,673	17,563	18,757
East St. Louis	13,037	18,721	19,199
St. Joseph	11,765	17,776	16,322
St. Louis	5,531	7,691	7,318
Okla. City	4,532	4,089	3,812
Wichita	6,303	4,061	6,380
Denver	14,735	16,686	13,433
St. Paul	5,009	4,109	2,566
Milwaukee	819	1,005	1,074
Indianapolis	1,377	1,784	6,514
Cincinnati	1,235	1,365	2,507
Ft. Worth	47,649	47,721	35,511
Total	167,022	179,300	176,901

*Cattle and calves. †Not including directs.

CANADA HOG PRICES DROP

Canadian hog prices are down, as a result of increased production in Canada and importation of U. S. bacon. Hon. J. G. Gardiner, Minister of Agriculture, told the House of Commons in Ottawa. He stated that under the bacon agreement with Britain, the price was to be \$18.01 per cwt. at the port, with the packer receiving \$19.29. The minister stated it was decided it would be better not to fix the price to the farmers, because they are receiving slightly better prices than they would if a fixed price were worked out.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., May 20	13,359	1,603	28,172	11,189
Tues., May 21	5,100	2,222	14,701	6,112
Wed., May 22	8,473	1,277	16,122	1,537
Thurs., May 23	6,599	1,251	12,042	12,013
Fri., May 24	916	531	13,775	6,517
Sat., May 25	200	200	3,700	2,900
*Total this week	34,697	6,884	88,512	39,368
Prev. week	37,498	5,491	80,721	34,236
Year ago	36,668	6,939	84,129	34,611
Two years ago	33,833	7,604	76,702	36,759

*Total this week... 34,697 cattle, 6,884 calves, 88,512 hogs, 39,368 sheep.

†Including 336 cattle, 2,069 calves, 22,430 hogs and 26,482 sheep direct to packers from other points.

†All receipts include directs.

SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., May 20	3,470	65	2,031	2,518
Tues., May 21	1,712	86	1,292	1,292
Wed., May 22	2,929	80	963	317
Thurs., May 23	1,855	20	1,746	1,299
Fri., May 24	403	37	1,948	868
Sat., May 25	100	100	100	100
Total this week	10,469	288	6,778	6,294
Previous week	9,624	96	5,700	3,115
Year ago	10,134	231	4,706	1,951
Two years ago	10,121	955	6,538	1,319

*Including 336 cattle, 2,069 calves, 22,430 hogs and 26,482 sheep direct to packers from other points.

†All receipts include directs.

MAY AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparisons:

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 25, 1940.

	CATTLE		
	Week ended May 25	Prev. week	Cor. week 1939
Chicago ¹	23,389	26,916	25,569
Kansas City ²	12,023	11,063	14,459
Omaha ³	16,983	15,318	18,170
East St. Louis.....	8,660	8,006	8,132
St. Joseph.....	5,793	4,459	4,490
St. Paul.....	8,978	8,314	9,991
Wichita ⁴	2,038	2,288	2,607
Fort Worth.....	5,597	5,338	5,159
Philadelphia.....	2,029	1,938	1,667
Indianapolis.....	1,118	1,621	1,281
New York & Jersey City.....	8,722	9,028	7,912
Oklahoma City.....	3,681	3,350	5,608
Cincinnati.....	3,185	3,200	3,226
Denver.....	3,935	4,236	4,925
St. Paul.....	16,324	11,059	11,759
Milwaukee.....	3,236	8,982	3,441
Total.....	125,691	125,066	128,426

*Cattle and calves.

	HOGS		
	Week ended May 25	Prev. week	Cor. week 1939
Chicago.....	104,546	92,425	92,425
Kansas City.....	34,200	34,186	34,186
Omaha.....	33,643	26,858	26,858
East St. Louis.....	69,379	62,282	62,282
St. Joseph.....	20,708	14,742	14,742
St. Paul.....	26,694	18,958	18,958
Wichita.....	7,702	6,852	6,852
Fort Worth.....	7,535	5,517	5,517
Philadelphia.....	17,193	16,003	16,003
Indianapolis.....	19,978	19,512	19,512
New York & Jersey City.....	45,659	41,169	41,169
Oklahoma City.....	6,041	7,777	7,777
Cincinnati.....	18,576	19,580	19,580
Denver.....	7,775	4,953	4,953
St. Paul.....	61,512	35,624	35,624
Milwaukee.....	8,466	6,822	6,822
Total.....	489,607	413,840	413,840

¹Includes National Stock Yards, East St. Louis, Ill. and St. Louis, Mo.

	SHEEP		
	Week ended May 25	Prev. week	Cor. week 1939
Chicago.....	8,350	18,774	18,774
Kansas City.....	26,377	23,637	23,637
Omaha.....	16,357	19,068	19,068
East St. Louis.....	11,628	15,623	15,623
St. Joseph.....	10,343	15,568	15,568
St. Paul.....	6,550	7,288	7,288
Wichita.....	6,303	6,386	6,386
Fort Worth.....	47,649	35,511	35,511
Philadelphia.....	2,939	3,998	3,998
Indianapolis.....	442	1,906	1,906
New York & Jersey City.....	50,234	51,164	51,164
Oklahoma City.....	4,532	3,812	3,812
Cincinnati.....	3,501	4,659	4,659
Denver.....	5,966	5,130	5,130
St. Paul.....	5,009	2,566	2,566
Milwaukee.....	816	1,074	1,074
Total.....	206,996	216,184	216,184

¹Not including directs.

LIVESTOCK SUPPLY SOURCES

Percentage of livestock slaughtered during April bought at stockyards and direct, is reported by the U. S. Department of Agriculture, Agricultural Marketing Service, as follows:

	April, 1940	March, 1940	April, 1939
	Per cent	Per cent	Per cent
Cattle—			
Stockyards.....	73.96	71.69	75.54
Other.....	26.04	28.31	24.46
Calves—			
Stockyards.....	57.77	56.33	63.33
Other.....	42.23	43.67	36.67
Hogs—			
Stockyards.....	46.09	45.65	49.41
Other.....	53.91	54.35	50.59
Sheep and lambs—			
Stockyards.....	67.55	65.54	69.15
Other.....	32.45	34.46	30.85

MAY HOG SLAUGHTER UP

Hog kill for May at 27 selected centers under federal inspection is running heavier than the May volume in 1939. For the first three weeks in May, total hog slaughter stood at 1,976,000 head, compared with 1,703,546 head for the same period a year ago.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service)

WESTERN DRESSED MEATS

		NEW YORK	PHILA.	BOSTON
STEERS, carcass	Week ending May 25, 1940.....	9,953	2,682	3,080
	Week previous.....	9,615	2,518	2,765
	Same week year ago.....	9,616	2,605	2,631
COWS, carcass	Week ending May 25, 1940.....	532	1,075	2,351
	Week previous.....	664	974	2,484
	Same week year ago.....	1,006	949	2,317
BULLS, carcass	Week ending May 25, 1940.....	372	777	25
	Week previous.....	382	689	55
	Same week year ago.....	249	729	52
VEAL, carcass	Week ending May 25, 1940.....	14,282	1,351	922
	Week previous.....	15,359	1,675	1,222
	Same week year ago.....	10,140	1,626	1,033
LAMB, carcass	Week ending May 25, 1940.....	42,617	19,805	20,450
	Week previous.....	44,354	13,709	18,548
	Same week year ago.....	44,488	12,605	14,828
MUTTON, carcass	Week ending May 25, 1940.....	3,508	435	1,771
	Week previous.....	4,018	1,010	1,709
	Same week year ago.....	1,629	494	978
PORK CUTS, lbs.	Week ending May 25, 1940.....	1,736,833	373,137	378,335
	Week previous.....	2,120,174	375,530	383,579
	Same week year ago.....	2,351,104	372,635	320,739
BEEF CUTS, lbs.	Week ending May 25, 1940.....	445,249	.....	.....
	Week previous.....	308,499	.....	.....
	Same week year ago.....	395,349	.....	.....

LOCAL SLAUGHTERS

CATTLE, head	Week ending May 25, 1940.....	8,722	2,029	.....
	Week previous.....	9,028	1,938	.....
	Same week year ago.....	7,912	1,667	.....
CALVES, head	Week ending May 25, 1940.....	16,650	3,063	.....
	Week previous.....	17,022	2,820	.....
	Same week year ago.....	14,755	2,883	.....
HOGS, head	Week ending May 25, 1940.....	45,363	17,193	.....
	Week previous.....	46,962	16,603	.....
	Same week year ago.....	41,169	15,999	.....
SHEEP, head	Week ending May 25, 1940.....	50,234	2,939	.....
	Week previous.....	52,391	3,998	.....
	Same week year ago.....	51,164	2,710	.....

Country dressed product at New York totaled 3,111 veal, no hogs and 176 lambs. Previous week 2,950 veal, no hogs and 276 lambs in addition to that shown above.

WEEKLY INSPECTED KILL

Number of animals processed in 27 selected centers for week ended May 24, with comparisons:

	Cattle	Calves	Hogs	Sheep
New York Area ¹	8,722	16,669	45,659	50,597
Phila. & Balt. ²	3,268	1,809	29,054	1,893
Ohio-Indiana Group ³	7,002	4,482	54,569	7,832
Chicago.....	25,915	9,704	104,546	37,863
St. Louis Area ⁴	9,444	8,825	69,379	12,566
Kansas City.....	8,654	4,662	34,200	24,821
Southwest Group ⁵	10,548	5,006	38,920	55,613
Omaha.....	14,530	1,149	33,643	21,367
St. Paul.....	8,222	161	26,694	8,392
St. Paul-Wisc. Group ⁶	20,320	24,553	84,102	4,644
Interior Iowa & Minn. ⁷	15,163	5,558	137,913	34,598
Total.....	131,788	82,578	658,679	260,186
Total.....	130,985	79,735	628,757	261,127
Total last year.....	135,305	83,000	585,138	244,106

¹Includes New York City, Newark, and Jersey City. ²Includes Cincinnati and Cleveland, Ohio, and Indianapolis, Ind. ³Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo. ⁴Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. ⁵Includes St. Paul, Minn., Madison, and Milwaukee, Wisc. ⁶Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Packing plants included in the above tabulation slaughtered during the calendar year 1939 approximately 74% of the cattle, calves and hogs, and 82% of the sheep and lambs that were slaughtered under Federal inspection that year.

CANADIAN LIVESTOCK PRICES

	STEERS	VEAL CALVES	BACON HOGS
	Week ended May 23	Last week 1939	Same week 1939
Toronto.....	\$ 8.00	\$ 8.25	\$ 7.50
Montreal.....	8.10	8.00	7.50
Winnipeg.....	8.00	8.00	6.75
Calgary.....	7.50	7.35	6.60
Edmonton.....	7.25	7.25	6.75
Prince Albert.....	7.00	7.00	6.00
Moose Jaw.....	6.50	7.00	6.50
Saskatoon.....	7.10	7.25	6.50
Regina.....	7.00	7.00	6.50
Vancouver.....	.....	.....	7.25
Toronto.....	\$11.00	\$11.25	\$ 9.00
Montreal.....	8.50	8.00	7.50
Winnipeg.....	9.00	9.00	7.50
Calgary.....	8.00	8.50	7.50
Edmonton.....	8.00	8.00	7.00
Prince Albert.....	7.25	7.00	6.00
Moose Jaw.....	7.50	8.00	6.35
Saskatoon.....	8.50	8.00	6.75
Regina.....	7.50	8.00	7.25
Vancouver.....	.....	.....	7.00
Toronto.....	\$ 8.25	\$ 8.25	\$ 9.00
Montreal.....	8.60	8.60	9.25
Winnipeg.....	7.75	7.75	8.35
Calgary.....	7.35	7.45	8.15
Edmonton.....	7.25	7.25	8.25
Prince Albert.....	7.35	7.45	8.20
Moose Jaw.....	7.50	7.50	8.20
Saskatoon.....	7.35	7.35	8.10
Regina.....	7.50	7.50	8.20
Vancouver.....	7.60	7.60	8.25
¹ Montreal and Winnipeg hogs sold on a "F. & W." basis; all others "off trucks."			
Toronto.....	\$13.50	\$13.00	\$13.00
Montreal.....	10.00	8.00	7.00
Winnipeg.....	13.00	13.00	12.00
Calgary.....	11.25	.....	10.00
Edmonton.....	9.00	12.00	.....
Prince Albert.....	.....	.....	10.00
Moose Jaw.....	.....	.....	10.00
Saskatoon.....	.....	.....	10.00
Regina.....	12.00	12.00	13.00
Vancouver.....	.....	.....	11.00

GOOD LAMBS

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first two days this week were 14,973 cattle, 2,147 calves, 32,451 hogs and 4,165 sheep.

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, 10c per word per insertion, minimum charge \$2.00. Position wanted, special rate 7c per word, minimum charge \$1.40. Count address or box number as four words.

Position Wanted

CURING FOREMAN—20 years' experience as foreman of sweet pickle, dry cure, dry salt departments. All sized plants. Thoroughly familiar with all curing methods; cost system. Box W-905, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

REPRESENTATION available for Rochester and Western New York. Wide acquaintance and established trade. Looking for few good accounts, beef, pork, dry sausage, specialties, canned meats. Box W-911, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SAUSAGE MAKER and **FOREMAN**—wants position in small or medium sized packinghouse. Experienced in all climates. Latest curing methods. Best of health and sober. Box W-913, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SAUSAGEMAKER—Age 37. Experienced with all kinds of sausage and loaves. Willing to go anywhere. Box W-912, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SUPERINTENDENT—many years' practical experience, all departments—cattle, hogs, killing, cutting, sausage manufacturing, old and short cure methods, dry rendering, both edible and inedible. Competent and progressive. Married. Excellent references. Box W-897, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

Men Wanted

FOREMAN WANTED for boiled ham and curing department. Experienced man for Eastern plant to superintend all curing operations and to superintend the ham boiling, ham baking and ham smoking processes. Excellent opportunity for a man who has the proper qualifications. When replying, state age, experiences, references, salary expected. Answer in own handwriting. Replies confidential. Box W-903, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

SALESMAN—Experienced salesman—well acquainted with the trade for importer of sheep and hog casings. Must have good connections and first-class references. Box 907, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Business Opportunities

MODERN SAUSAGE MANUFACTURING PLANT, consists of brick building, 35' x 150' with six-car garage attached. Fully equipped for the manufacture of all kinds of sausage, curing and processing of smoked meats, etc. Equipment consists of steam boiler, 10 ton ice machine, ovens, grinders, mixer, cutters, etc. Box W-900, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

PLANT MAN or **SAUSAGE MAKER** wanted with \$2500 to buy third interest in small packing plant in Southwest. Box W-915, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

THIS SPACE offers you a chance to present your story to the Meat Packing Industry—you may want to dispose of your plant or you may want to make connections with a new partner for investment purposes, in any case you may do this cheaply and quickly here. THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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Are you interested in broker representation in New York and vicinity? I have large acquaintance and established trade in Metropolitan district. Experienced in slaughtering business, meat specialties, boneless meats and cuts. Looking for few good, reliable accounts. Car lots or less, large or independent small packers. Best references. Personal interview on request. Box W-902, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

BOLOGNA-HAM KITCHEN. Established provision business. Boil and cure hams, bologna, etc. Routes. Supply jobbers. Also operate profitable retail store. Will consider working partner with small investment, or outright sale. Box W-914, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

RENT and JOB. Will rent space to reliable butcher equipment and showcase company, and act as their distributor in this Midwest territory. Superior Casing & Supply Co., 200 Washington Ave., No., Minneapolis, Minn.

Equipment Wanted

Packing Equipment Wanted

Wanted for user: 2—50 and 100 lb. Silent Cutters; 2—50 and 100 lb. Stuffers; 2—100 and 200 lb. Mixers; 3—Grinders; Filter Press, Lard Cooling Roll. No dealers. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

LARD PRESS PLATES—Wanted: 35 used Perrin lard press plates, 28½ x 28½ x 1½" thick: to include fittings. Box W-910, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

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One 27-E Cleveland Kleen Kut Chopper, with 25 h.p. motor attached. Good condition. Reasonable price.

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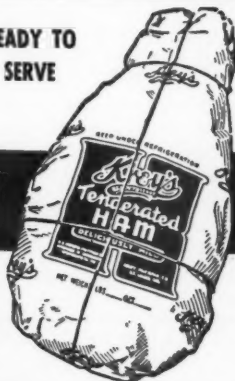
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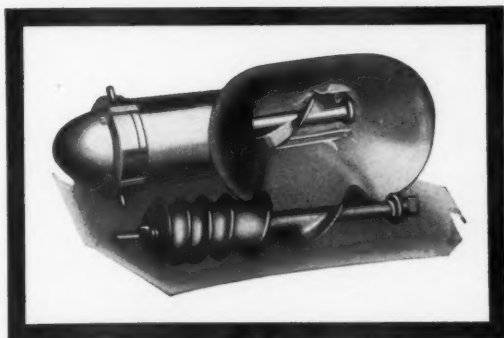
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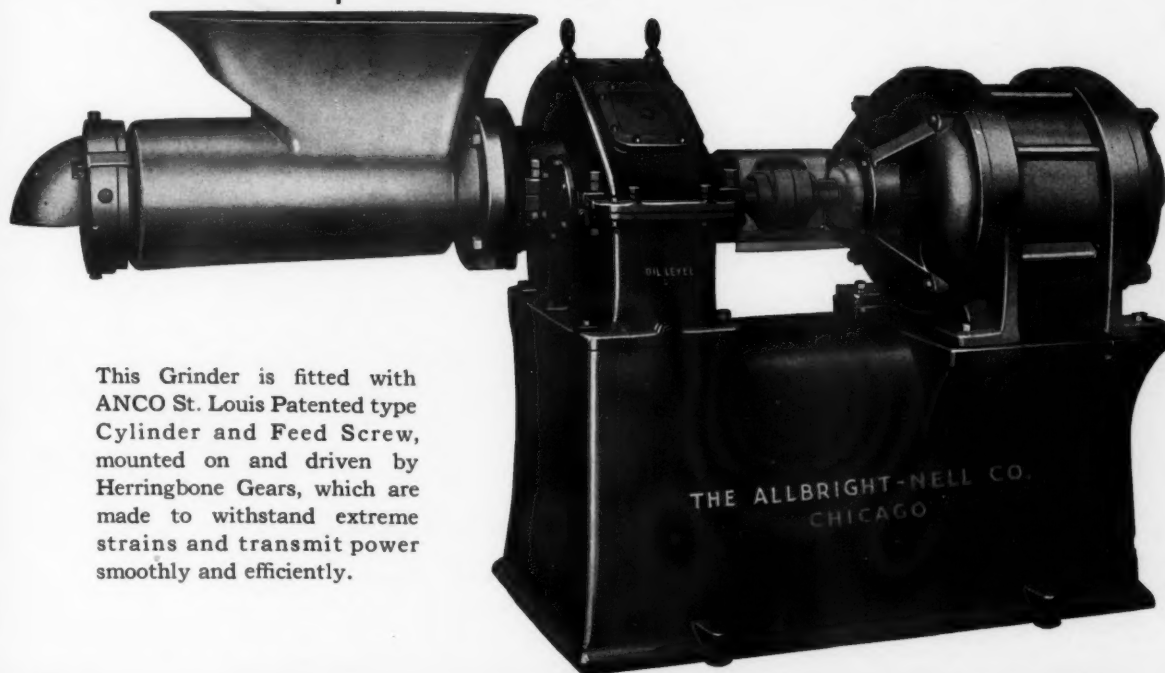


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